STN

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 FILE 'CONFSCI, BIOBUSINESS, BIOCOMMERCE, BIOTECHNO, HEALSAFE, MEDICONF,
     TOXCENTER, IPA, PHARMAML, PHIC' ENTERED AT 14:15:34 ON 05 NOV 2003
L1          2708 S (DRUG# OR PRESCRIPTION? OR MEDICATION# OR PHARMACEUTICAL#)(2N
L2         13811 S (TRACK### OR MONITOR? OR TRACE? OR TRACING OR MANAG? OR CONTR
L3         79387 S (HEALTHCARE OR HEALTH OR MEDICAL OR OSTEOPATHIC OR LICENSED O
L4          5904 S SALESMAN OR SALESWOMAN OR (SALES OR FACTORY OR MANUFACTURER?)
L5             2 S L1 AND L2 AND L3 AND L4
L6             4 S (L1 AND L2 AND L3) NOT L5
L7             1 S (L1 AND L2 AND L4) NOT (L5 OR L6)
L8             7 S L1(S)L2
```

EKD 11/05/2003

STN

L5 ANSWER 1 OF 2 TOXCENTER COPYRIGHT 2003 ACS on STN
AN 1998:84 TOXCENTER
CP Copyright 2003 ASHP
DN 35-05271
TI Development and implementation of a samples program that meets JCAHO standards
AU Sheakley, M. L.; Summerfield, M. R.; Bradham, J. R.
CS Medical University of South Carolina Medical Center, 171 Ashley Avenue, Charleston, SC 29425, USA
SO ASHP Annual Meeting, (Jun 1998) Vol. 55, pp. MCS-17.
DT Abstract
FS IPA
OS IPA 1998:222
LA English
ED Entered STN: 20011116
Last Updated on STN: 20011116
AB This management case describes the revision and implementation of a **samples drug** program in a university teaching institution. A multidisciplinary team was assembled to revise the existing policy and procedure, which was inadequate in content and detail. In addition, it was inconsistently applied and enforced. Within two months, a revised policy was drafted, presented to the appropriate committees, and approved. Implementation was met with some resistance, primarily from pharmaceutical **sales representatives** and **physicians**. A primary barrier to implementation of a samples program was perception that **samples** are not **drugs**, and thus do not require the same handling as regular drugs. Future plans include the use of automated dispensing cabinets for samples, which would improve inventory control and meet documentation and medication control/security requirements. Learning objectives: 1. List the four key elements of an appropriate medication use system. 2. Describe two potential barriers to a successful **medication samples** program. 3. Discuss the primary problems encountered in samples management. Self-assessment questions: True or False: 1. Since samples are free, they do not fall under the same legal constraints as legend drugs which are purchased. 2. JCAHO standards do not specifically address the use of **medication samples**. 3. An ideal samples program encompasses all four key elements (prescribing, **dispensing**, administration, and **monitoring**) for appropriate medication use. Answers: 1. F; 2. F; 3. T.
SC 2 Institutional Pharmacy Practice; 20 Legislation, Laws and Regulations
ST Miscellaneous Descriptors
Management Case Studies; meeting presentations
ASHP meeting abstracts; **drug samples** control
Administration; hospital pharmacy; **drug samples** control
Pharmacy, institutional, hospital; administration; **drug samples** control
Pharmacy services; hospitals; **drug samples** control
Samples; **drugs**; control
Joint Commission on Accreditation of Healthcare Organizations; standards; **drug samples** control
Standards; Joint Commission on Accreditation of Healthcare Organizations; **drug samples** control
Representatives, **pharmaceutical**; **samples**; hospitals
Dispensing; samples; hospitals
Documentation; samples; hospitals
Control; samples; hospitals

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L5 ANSWER 2 OF 2 IPA COPYRIGHT 2003 ASHP on STN

AN 1998:222 IPA
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Answers: 1. F; 2. F; 3. T.
SC 2 Institutional Pharmacy Practice; 20 Legislation, Laws and Regulations
IT Management Case Studies; meeting presentations
IT ASHP meeting abstracts; **drug samples** control
IT Administration; hospital pharmacy; **drug samples** control
IT Pharmacy, institutional, hospital; administration; **drug samples** control
IT Pharmacy services; hospitals; **drug samples** control
IT **Samples**; **drugs**; control
IT Joint Commission on Accreditation of Healthcare Organizations; standards; **drug samples** control
IT Standards; Joint Commission on Accreditation of Healthcare Organizations; **drug samples** control
IT Representatives, **pharmaceutical**; **samples**; hospitals
IT Dispensing; samples; hospitals
IT Documentation; samples; hospitals
IT Control; samples; hospitals

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STN

L6 ANSWER 1 OF 4 IPA COPYRIGHT 2003 ASHP on STN

AN 2000:2481 IPA
DN 37-02481
TI Incorporating community service into residency training programs
AU Berry, T. M.; Stam, D. M.; Lakamp, R. E.; Baker, M. R.; Kasiar, J.
CS St. Louis College of Pharmacy, St. Louis, MO, USA
SO American Association of Colleges of Pharmacy Annual Meeting, (Jul 1999) Vol. 100, p. 41.
DT Abstract
LA English
AB Residency training traditionally emphasizes practice experiences to develop the clinical knowledge and skills necessary for rendering pharmaceutical care. Less emphasis has been placed on inculcating the values and attitudes of caring. Voluntary community service may be an effective method of promoting caring attitudes among resident trainees.

The purpose of this program was to emphasize the roles of community service in fostering professional growth and caring attitudes; to enhance understanding of the care required by underprivileged, immigrant patients.

Accion Social Comunitaria provides primary care to underprivileged, Spanish-speaking immigrants. This clinic is staffed by a multidisciplinary group of volunteer **healthcare professionals**. Pharmaceutical care services provided include: dispensing **sample** and stock **medications**, providing education to patients and **healthcare professionals**, **managing** drug **inventory**, and recommending therapy. In July 1998, residents were offered opportunities to volunteer at the clinic. Each resident-volunteer spends 1-2 evenings/month at the clinic. Resident perceptions of: 1) the role of community service in professional development, and 2) the impact of poverty and cultural values on the provision of patient care, will be evaluated using an attitudinal survey developed previously in the service learning component of our curriculum.

Currently, 5 residents (and 5 clinical faculty) provide pharmacy services. Results of the attitudinal survey will be presented.

Resident community service involving underprivileged, immigrant patients has the potential to inculcate caring values and enhance understanding of other cultures.
SC 23 Pharmaceutical Education
IT Education, pharmaceutical; residencies; community service
IT Community service; education, pharmaceutical; residencies
IT Curriculum; community service; residencies
IT AACP meeting abstracts; residencies, community service

L6 ANSWER 2 OF 4 IPA COPYRIGHT 2003 ASHP on STN

AN 1999:11411 IPA
DN 36-12644
TI Pharmacy assessment in **monitoring physician dispensing**
AU Bundrick, J. D.; Bowens, J. F.; Crowe, C. J.
CS Department of Pharmacy, Palmetto Richland Ambulatory Care Center, 6 Medical Park, Columbia, SC 29203, USA Internet: daniel.bundrick@rmh.edu
SO ASHP Midyear Clinical Meeting, (Dec 1999) Vol. 34, p. P-243D.
DT Abstract
LA English
AB This report describes pharmacist assessment in **monitoring physician dispensing**. A six-month pilot program was approved by South Carolina Board of Pharmacy to allow corporate

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physician dispensing at Medically Fragile Children's Program and Pediatric Clinic to enhance patient care by not utilizing **sample medications**. To accomplish this project, **physicians** were provided medications for floor stock that were readily available for dispensing. The pharmacist's role included recommending floor stock medications, training **physicians**, assuring compliance of policies and procedures, providing patient education leaflets, and replacing floor stock medications. **Physicians** dispensed three hundred and nineteen prescriptions without inappropriate deviations from normal pharmacy practice. **Physician** and patient surveys show positive feedback and overall satisfaction with this project.

SC 2 Institutional Pharmacy Practice; 24 Pharmacy Practice
IT Practice Interest Areas; Ambulatory Care; meeting presentations
IT ASHP meeting abstracts; dispensing, **physician**
IT **Dispensing**; **physicians**; pharmacy **monitoring**
IT **Physicians**; **dispensing**; pharmacy **monitoring**
IT Ambulatory care; pharmacy services; **physician dispensing monitoring**
IT Pharmacy services; ambulatory care; **physician dispensing monitoring**
IT Pharmacists; role; dispensing, **physician**

L6 ANSWER 3 OF 4 IPA COPYRIGHT 2003 ASHP on STN

AN 95:5424 IPA
DN 33-01179
TI **Physicians** dispense free generics as health system aims for cost-effective prescribing
AU Landis, N. T.
CS Am. Soc. of Health-Syst. Pharm., 7272 Wisconsin Ave., Bethesda, MD 20814, USA
SO American Journal of Health-System Pharmacy, (Dec 1 1995) Vol. 52, pp. 2638, 2645.
CODEN: AHSPEK; ISSN: 1079-2082.
DT Note
LA English
AB A managed care system's program that substitutes **physician** dispensing of a full course of certain generic products in place of samples of expensive brand-name drugs is described, including the inventory control and record-keeping procedures, packaging, and cost savings.

The role of the pharmacy department in developing and administering the program is also discussed.

Peggy L. Ruppel

SC 2 Institutional Pharmacy Practice; 22 Sociology, Economics and Ethics
IT **Physicians**; dispensing; generic drugs
IT Drugs; generic; **physicians** dispensing
IT **Managed** care systems; **physicians**; **dispensing**
IT Pharmacy, institutional; administration; **physicians** dispensing
IT Dispensing; **physicians**; generic drugs
IT Costs; generic drugs; **physicians** dispensing
IT Control; **inventory**; **managed** care systems
IT **Inventory**; control; **managed** care systems
IT Records; dispensing; **physicians**
IT Packaging; generic drugs; **physicians** dispensing
IT Prescribing; **physicians**; managed care systems
IT **Samples**; **drugs**; dispensing

L6 ANSWER 4 OF 4 IPA COPYRIGHT 2003 ASHP on STN

STN

AN 88:3686 IPA
DN 26-03040
TI DEVELOPMENT OF A PHARMACY **CONTROLLED SAMPLE DRUG DISTRIBUTION** PROGRAM
AU Kolar, R.; Harrell, T.; Chase, P.
CS Oklahoma Medical Center, Department of Pharmacy, Rm. 5E219, 800 NE 13th Street, Box 26307, Oklahoma City, OK 73126
SO ASHP Midyear Clinical Meeting, (Dec 1988) Vol. 23, pp. MCS-68.
DT Abstract
LA English
AB A 650 bed teaching hospital developed a pharmacy **controlled sample drug distribution** program to conform with state, federal and JCAH regulations. Cooperation was obtained from **physicians**, pharmaceutical representatives and social services. Policies and procedures which differentiated use of samples as a continum of care vs. true "sampling" episodes were developed. Pharmacy initiated control and distribution of samples for the clinics. Samples were appropriately labeled for indigent patients; bulk quantities were obtained from pharmaceutical manufacturers to assist in meeting needs. This presentation will discuss problems encountered and will offer recommendations for development of a similar program.
SC 2 Institutional Pharmacy Practice
IT **Samples**; **drugs**; pharmacy **controlled distribution**
IT **Drug distribution**; **samples**; pharmacy **controlled**
IT ASHP meeting abstracts; samples distribution

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STN

L7 ANSWER 1 OF 1 PHARMAML COPYRIGHT 2003 MARKETLETTER on STN
AN 1649699 PHARMAML
TI US FDA to issue final rule on Rx reimports, wholesale distribution and
SO Marketletter December 6, 1999
DT Newsletter
WC 678
TX The US Food and Drug Administration plans to issue a final rule in December 2000 which will set forth procedures and requirements implementing the Prescription Drug Marketing Act of 1987, as modified by the Prescription Drug Amendments of 1992 and the FDA Modernization Act of 1997, according to a notice earlier this month in the Federal Register.

The rule will set requirements for: the reimportation and wholesale distribution of prescription drugs; the sale, purchase or trade of, or the offer to sell, purchase or trade prescription drugs purchased by hospitals or health care entities or donated to charitable organizations; and the distribution of prescription drug sales.

Some sections of the Guidelines for State Licensing of Wholesale Prescription Drug **Distributors** will be amended, to make them consistent with the final rule.

General comments on the proposals are mixed

The final rule was first proposed on March 14, 1994, and since then, the FDA says it has received 56 comments, from prescription drugmakers, industry organizations, professional associations and organizations, law enforcement agencies etc. Most comments addressed only specific provisions of the proposed rule, but a few were general comments, and these were mixed. For example, one said it "supports the controls on **prescription drug samples** sought through the passage of the PDMA and feels that, in general, the proposed rule is a positive step in combating the market in diverted prescription drugs and (assuring) consumers that drug products continue to remain safe and effective."

However, another comment said that "finalization of the proposed rule will create unnecessary additional administrative burdens for companies and their **sales representatives**," and "would not improve significantly the industry's ability to **track** sample **distribution** and reduce the possibility of diversion of samples."

A large number of comments addressed the proposals relating to sample distribution. In fact, according to the FDA, comments were received concerning almost all the proposals in this area, and most of these were critical of the manner in which the agency says it intends to implement the sample distribution requirements contained within the PDMA.

The most significant issues and revisions to the proposal concern: - the reimportation of drugs composed wholly or partly of insulin; - blood/blood components intended for transfusion; - medical gases; - revision to proposed Section 203.3(e), referring to the definition of the term "bulk drug substance;" - revisions to Section 203.31 (d), referring to the proposed requirement for manufacturers and **distributors** to conduct a "complete and accurate **drug sample** inventory" of all **drug samples** at least annually; - the elimination of Section 203.31 (f), concerning the requirement that a manufacturer or authorized **distributor** should notify the FDA of

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any conviction of its representatives, as proposed in Section 203.37(c); - revisions to proposed Section 203.34, concerning the requirement for a manufacturer or authorized **distributor** to have written policies and procedures detailing its methodology for reconciling sample requests and receipts, for determining if patterns of nonresponse exist that may indicate sample diversion, and also for how they will initiate investigations or otherwise respond when patterns of nonreturns of sample receipts are found; - charitable donations of **prescription drug samples**; - charitable donations of prescription drugs generally; - creation and maintenance of required forms, reports, records and signatures; and - implementation of the final rule.

Written comments on the collection of information provisions should be submitted to the agency by February 1, 2000, says the notice. The provisions of the final rule will become effective one year after the date of its publication in the Federal Register; the agency says it is providing this period to give the industry sufficient time to implement systems for **prescription drug sample** distribution and wholesale distribution that are in compliance with the final rule.

US FDA drug substance impurities guidance
The US Food and Drug Administration has published a guidance for industry entitled ANDAs: Impurities in Drug Substances. This guidance provides recommendations for including information in Abbreviated New Drug Applications and supporting drug master files on the content and qualification of impurities in drug substances produced by chemical syntheses, for both monograph and non-monograph drug substances.

STN

L8 ANSWER 1 OF 7 CONFSCI COPYRIGHT 2003 CSA on STN
TI Development of a pharmacy-**controlled sample drug distribution** program

L8 ANSWER 2 OF 7 BIOTECHNO COPYRIGHT 2003 Elsevier Science B.V. on STN
TI Targeted retentive device for oro-dental infections: Formulation and development

L8 ANSWER 3 OF 7 IPA COPYRIGHT 2003 ASHP on STN

TI Targeted retentive device for oro-dental infections: formulation and development

L8 ANSWER 4 OF 7 IPA COPYRIGHT 2003 ASHP on STN

TI Incorporating community service into residency training programs

L8 ANSWER 5 OF 7 IPA COPYRIGHT 2003 ASHP on STN

TI Pharmacy assessment in monitoring physician dispensing

L8 ANSWER 6 OF 7 IPA COPYRIGHT 2003 ASHP on STN

TI Development and implementation of a samples program that meets JCAHO standards

L8 ANSWER 7 OF 7 IPA COPYRIGHT 2003 ASHP on STN

TI DEVELOPMENT OF A PHARMACY **CONTROLLED SAMPLE DRUG DISTRIBUTION** PRO

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File 347:JAPIO Oct 1976-2[illegible]3/Jun(Updated 031006)
(c) 2003 JPO & JAPIO
File 348:EUROPEAN PATENTS 1978-2003/Oct W04
(c) 2003 European Patent Office
File 349:PCT FULLTEXT 1979-2002/UB=20031030,UT=20031023
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(c) 2003 Resp. DB Svcs.
File 610:Business Wire 1999-2003/Nov 05
(c) 2003 Business Wire.
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(c) 2003 McGraw-Hill Co. Inc
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(c) 2003 San Jose Mercury News
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(c) 2003 The Dialog Corporation
File 149:TGG Health&Wellness DB(SM) 1976-2003/Oct W2
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File   5:Biosis Previews    1969-2003/Oct W4
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         (c) 2003 Elsevier Science B.V.
File 155:MEDLINE(R) 1966-2003/Nov W1
         (c) format only 2003 The Dialog Corp.
File  34:SciSearch(R) Cited Ref Sci 1990-2003/Oct W4
         (c) 2003 Inst for Sci Info
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         (c) 1998 Inst for Sci Info
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         (c) 2003 Prous Science
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         (c) 2003 PJB Publications, Ltd.
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         (c) 2003 PJB Publications,Ltd.
File  74:Int.Pharm.Abs 1970-2003/Oct B1
         (c) 2003 Amer.Soc.of Health-Sys.Pharm.
File  42:Pharmaceuticl News Idx 1974-2003/Oct W4
         (c)2003 ProQuest Info&Learning

Set      Items   Description
S1         250   AU='MCQUADE R':AU='MCQUADE R.S.' OR AU='MCQUADE RICHARD'
S2          19   AU='MCQUADE, R':AU='MCQUADE, R. J.'
S3         459   AU='CHESTER M':AU='CHESTER MARK A'
S4          96   AU='CHESTER, M':AU='CHESTER, M.S.' OR AU='CHESTER, MARK V'
S5         328   AU='DEPALMA M' OR AU='DEPALMA M J' OR AU='DEPALMA M.' OR A-
                 U='DEPALMA M.J.' OR AU='DEPALMA MICHAEL J' OR AU='DEPALMA MJ'
S6           4   AU='DEPALMA, M.'
S7           1   (S1 OR S2 OR S3 OR S4 OR S5 OR S6) AND PRESCRIPTION? ?
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EKD November 5, 2003

7/5/1 (Item 1 from file: 350)
DIALOG(R)File 350:Derwent WPIX

014677972 **Image available**
WPI Acc No: 2002-499029/200253
XRAM Acc No: C02-141338
XRPX Acc No: N02-395040

Controlled articles distribution tracking method for sample distribution and inventory control, involves confirming authority of sales representative to distribute samples and practitioners to receive samples

Patent Assignee: CHESTER M (CHES-I); DEPALMA M J (DEPA-I); MCQUADE R (MCQU-I)
Inventor: **CHESTER M** ; **DEPALMA M J** ; **MCQUADE R**
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 20020042762	A1	20020411	US 2000230764	A	20000907	200253	B
			US 2001942803	A	20010830		

Priority Applications (No Type Date): US 2000230764 P 20000907; US 2001942803 A 20010830
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20020042762	A1		13	G06F-017/60	Provisional application US 2000230764

Abstract (Basic): US 20020042762 A1

NOVELTY - Method for tracking the distribution of controlled articles form central inventory by means of electronic communication and data collection involves a distribution request comprising identifiers of sales representative and licensed dispensing practitioners and a statement of the **prescription** drug samples distributed from associated local inventory.

DETAILED DESCRIPTION - Method for tracking the distribution of controlled articles form central inventory by means of electronic communication and data collection involves a distribution request comprising identifiers of sales representative and licensed dispensing practitioners and a statement of the **prescription** drug samples distributed from associated local inventory, which is received by the server from the representative. The authority of the representative and the practitioners are confirmed for evaluating distribution request, and an authorization code is transmitted to the representative.

USE - For real time and automatic tracking of distribution of **prescription** drug samples and other controlled articles for sample distribution and inventory control.

ADVANTAGE - The inventory cost is lowered and diversion of pharmaceutical companies is minimized by tracking all usages. The product is recalled from anywhere by just specifying the product information, since all the information are tracked automatically and in real time the company can account their entire product inventory.

DESCRIPTION OF DRAWING(S) - The figure shows a flowchart explaining the process of inventory transfers from one representative to another representative.

pp; 13 DwgNo 3/9

Title Terms: CONTROL; ARTICLE; DISTRIBUTE; TRACK; METHOD; SAMPLE; DISTRIBUTE; INVENTORY; CONTROL; CONFIRM; AUTHORISE; SALE; REPRESENT; DISTRIBUTE; SAMPLE; RECEIVE; SAMPLE
Derwent Class: B07; T01
International Patent Class (Main): G06F-017/60
File Segment: CPI; EPI

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         (c) 2003, EBSCO Pub.
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         (c) 2003 NTIS, Intl Cpyrght All Rights Res
File   7:Social SciSearch(R) 1972-2003/Oct W4
         (c) 2003 Inst for Sci Info

Set     Items   Description
S1      10366   (DRUG? ? OR PRESCRIPTION? OR MEDICATION? ? OR MEDS OR PHAR-
             MACEUTICAL? ? OR MEDICIN??)(2N)(SAMPLE OR SAMPLES OR TRIAL()S-
             IZE? ?)
S2   25261057   TRACK??? OR MONITOR? OR OBSERV? OR TRACE? OR TRACING OR FO-
             LLOW? OR MANAG? OR CONTROLL? OR COORDINAT?
S3   14305123   DISTRIBUTION OR DELIVER??? OR TRANSFER? OR CIRCULAT? OR DI-
             SPENS? OR DISSEMINAT? OR INVENTORY OR INVENTORIES OR STOCK OR
             QUANTITY OR QUANTITIES OR AMOUNT? ? OR SUPPLY OR SUPPLIES
S4      95345   SALESM?N OR SALESWOM?N OR (SALES OR FACTORY OR MANUFACTURE-
             R?)(1W)(REP OR REPRESENTATIVE? ? OR AGENT? ?) OR SELLER? ? OR
             DISTRIBUTOR? ? OR TRADESM?N
S5     789307   (HEALTHCARE OR HEALTH OR MEDICAL OR OSTEOPATHIC OR LICENSED
              OR AUTHORIZED OR AUTHORISED)(2W)(PROVIDER? OR PROFESSIONAL? ?
              OR PRACTITIONER? OR DISPENSER?) OR DOCTOR? ? OR PHYSICIAN?
S6          2   S1 AND (S2(5N)S3) AND S4 AND S5
S7          0   (S1(5N)S2) AND S4 AND S5
S8          4   S1 AND S2 AND S3 AND S4 AND S5
S9          3   S1 AND (S2 NOT OBSERV?) AND S4 AND S5
S10        15   S1 AND (S2(5N)S3) AND (S4 OR S5)
S11        13   S10 NOT (S6 OR S8 OR S9)
S12         7   S11 NOT PY>2000
S13         6   RD (unique items)
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S14	165951	S2(5N)(SAMPLE OR SAMPLES OR TRIAL()SIZE? ?)
S15	33	(S1(5N)S3) AND S14
S16	20	S15 NOT PY>2000
S17	13	RD (unique items)

EKD, November 5, 2003

6/3,K/1 (Item 1 from file: 74)
DIALOG(R)File 74:Int.Pharm.Abs

00284362 35-05271
DEVELOPMENT AND IMPLEMENTATION OF A SAMPLES PROGRAM THAT MEETS JCAHO STANDARDS
Sheakley, M. L.; Summerfield, M. R.; Bradham, J. R.
Medical University of South Carolina Medical Center, 171 Ashley Avenue, Charleston, SC 29425, USA
ASHP Annual Meeting, V55, (Jun), pMCS-17, 1998
Abstract of Meeting Presentation
LANGUAGE: English RECORD TYPE: Abstract

This management case describes the revision and implementation of a **samples drug** program in a university teaching institution. A multidisciplinary team was assembled to revise the existing...

...to the appropriate committees, and approved. Implementation was met with some resistance, primarily from pharmaceutical **sales representatives** and **physicians** . A primary barrier to implementation of a samples program was perception that **samples** are not **drugs** , and thus do not require the same handling as regular drugs. Future plans include the...

...elements of an appropriate medication use system. 2. Describe two potential barriers to a successful **medication samples** program. 3. Discuss the primary problems encountered in samples management.
Self-assessment questions: True or...

...legend drugs which are purchased. 2. JCAHO standards do not specifically address the use of **medication samples** . 3. An ideal samples program encompasses all four key elements (prescribing, **dispensing** , administration, and **monitoring**) for appropriate medication use.
Answers: 1. F; 2. F; 3. T.
DESCRIPTORS: Management Case Studies -- meeting presentations; ASHP meeting abstracts -- **drug samples** control; Administration -- hospital pharmacy, **drug samples** control; Pharmacy, institutional, hospital -- administration, **drug samples** control; Pharmacy services -- hospitals, **drug samples** control; **Samples** -- **drugs** , control; Joint Commission on Accreditation of Healthcare Organizations -- standards, **drug samples** control; Standards -- Joint Commission on Accreditation of Healthcare Organizations, **drug samples** control; Representatives, **pharmaceutical** -- **samples** , hospitals; Dispensing -- samples, hospitals ; Documentation -- samples, hospitals; Control -- samples, hospitals

6/3,K/2 (Item 2 from file: 74)
DIALOG(R)File 74:Int.Pharm.Abs

00253380 33-03789
EVALUATING THE PHARMACEUTICAL INDUSTRY INTERFACE WITH MANAGED CARE
Hoffman, K. H.; Gumbhir, A. K.
Sch. of Pharm., 107 KPB, Univ. of Missouri, Kansas City, MO 64110, USA
Journal of Managed Care Pharmacy, V1, (Jul-Aug), p35-39, 1995
ISSN: 1083-4087 LANGUAGE: English RECORD TYPE: Abstract

To study the role of pharmaceutical **sales representatives** in the managed care environment, the value of support services provided by industry, and the...

...While 70% of industry executives believed that their representatives do not call on managed care **physicians** often enough, just 5% of the pharmacists agreed.
...DESCRIPTORS: Managed care systems -- representatives, pharmaceutical, role; Industry, pharmaceutical -- representatives, pharmaceutical,

managed care; Representatives, pharmaceutical -- role, **managed** care; Drug **distribution** -- industry, pharmaceutical, **sales representatives** role; Data collection -- representatives, pharmaceutical, survey; Research -- industry, pharmaceutical, **sales representatives** role; **Samples** -- **drugs** , attitudes; Administrators -- industry, pharmaceutical, **sales representatives** role

8/3,K/1 (Item 1 from file: 34)
DIALOG(R)File 34:SciSearch(R) Cited Ref Sci

09054146 Genuine Article#: 360XY No. References: 32
Title: The value of pharmaceutical representative visits and medication samples **in community-based family practices**
Author(s): Backer EL (REPRINT) ; Lebsack JA; VanTonder RJN; Crabtree BF
Corporate Source: 983075 UNIV NEBRASKA,MED CTR, DEPT FAMILY MED/OMAHA//NE/68198 (REPRINT); UNIV NEBRASKA,MED CTR, DEPT FAMILY MED/OMAHA//NE/68198; UNIV MED & DENT NEW JERSEY,ROBERT WOOD JOHNSON MED SCH, DEPT FAMILY MED/PISCATAWAY//NJ/08854
Journal: JOURNAL OF FAMILY PRACTICE, 2000, V49, N9 (SEP), P811-816
ISSN: 0094-3509 Publication date: 20000900
Publisher: DOWDEN PUBLISHING CORP, 110 SUMMIT AVE, MONTVALE, NJ 07645-1712
Language: English Document Type: ARTICLE (ABSTRACT AVAILABLE)

Title: The value of pharmaceutical representative visits and medication samples **in community-based family practices**
Abstract: BACKGROUND Interactions between the pharmaceutical industry and **physicians** have been discussed in numerous publications; however, most articles are limited to surveys and self...

...and the use of samples in community-based family practices, using data obtained by directly **observing** clinical encounter's.

. METHODS We collected detailed descriptive field notes of the direct **observations** of 53 primary care clinicians and 1588 patient encounters in 18 purposefully selected Nebraska family...

...in clinical encounters.

. RESULTS Individual providers and practices displayed noticeable variation in their approaches to **drug** representatives and **samples** . We found formal strategies and policies in 3 minority of practices. Generally there was little structure in the organization and **distribution** of **sample medications** at the office level, and detailed patient education regarding these: drugs was rarely **observed** in patient encounters, Nevertheless, samples were used in almost 20% of **observed** encounters, at times as starter dosages, but often as complete courses of treatment, The benefits derived from contact with the pharmaceutical industry varied substantially, but most often included free **medication samples** , meals, and patient education materials.

. CONCLUSIONS Clinicians have a complex symbiosis with the pharmaceutical industry...
...Identifiers--DRUG COMPANIES; **SALES REPRESENTATIVES** ; FREE LUNCH; **PHYSICIANS**; INDUSTRY; ATTITUDES; RESIDENTS; GIFTS; INFORMATION; POLICIES

8/3,K/2 (Item 1 from file: 74)
DIALOG(R)File 74:Int.Pharm.Abs

00284362 35-05271
DEVELOPMENT AND IMPLEMENTATION OF A SAMPLES PROGRAM THAT MEETS JCAHO STANDARDS
Sheakley, M. L.; Summerfield, M. R.; Bradham, J. R.
Medical University of South Carolina Medical Center, 171 Ashley Avenue, Charleston, SC 29425, USA
ASHP Annual Meeting, V55, (Jun), pMCS-17, 1998
Abstract of Meeting Presentation
LANGUAGE: English RECORD TYPE: Abstract

This **management** case describes the revision and implementation of a

samples **drug** program in a university teaching institution. A multidisciplinary team was assembled to revise the existing...

...to the appropriate committees, and approved. Implementation was met with some resistance, primarily from pharmaceutical **sales** **representatives** and **physicians** . A primary barrier to implementation of a samples program was perception that **samples** are not **drugs** , and thus do not require the same handling as regular drugs. Future plans include the use of automated **dispensing** cabinets for samples, which would improve **inventory** control and meet documentation and medication control/security requirements.

Learning objectives: 1. List the four...

...elements of an appropriate medication use system. 2. Describe two potential barriers to a successful **medication** **samples** program. 3. Discuss the primary problems encountered in samples **management** .

Self-assessment questions: True or False: 1. Since samples are free, they do not fall...

...legend drugs which are purchased. 2. JCAHO standards do not specifically address the use of **medication** **samples** . 3. An ideal samples program encompasses all four key elements (prescribing, **dispensing** , administration, and **monitoring**) for appropriate medication use.

Answers: 1. F; 2. F; 3. T.

DESCRIPTORS: **Management** Case Studies -- meeting presentations; ASHP meeting abstracts -- **drug** **samples** control; Administration -- hospital pharmacy, **drug** **samples** control; Pharmacy, institutional, hospital -- administration, **drug** **samples** control; Pharmacy services -- hospitals, **drug** **samples** control; **Samples** -- **drugs** , control; Joint Commission on Accreditation of Healthcare Organizations -- standards, **drug** **samples** control; Standards -- Joint Commission on Accreditation of Healthcare Organizations, **drug** **samples** control; Representatives, **pharmaceutical** -- **samples** , hospitals; **Dispensing** -- samples, hospitals; Documentation -- samples, hospitals; Control -- samples, hospitals

8/3,K/3 **(Item 2 from file: 74)**

DIALOG(R)File 74:Int.Pharm.Abs

00253380 33-03789

EVALUATING THE PHARMACEUTICAL INDUSTRY INTERFACE WITH **MANAGED** CARE

Hoffman, K. H.; Gumbhir, A. K.
Sch. of Pharm., 107 KPB, Univ. of Missouri, Kansas City, MO 64110, USA

Journal of Managed Care Pharmacy, V1, (Jul-Aug), p35-39, 1995
ISSN: 1083-4087 LANGUAGE: English RECORD TYPE: Abstract

EVALUATING THE PHARMACEUTICAL INDUSTRY INTERFACE WITH **MANAGED** CARE

To study the role of pharmaceutical **sales** **representatives** in the **managed** care environment, the value of support services provided by industry, and the types of information needed by **managed** care, a mail survey of 500 members of the Academy of **Managed** Care Pharmacy was conducted.

There were 170 responses to the survey, which were divided between **managed** care pharmacists and industry executives. There was agreement between the 2 groups that drug sampling...

...studies that are needed most, and the types of representatives who should call on the **managed** care pharmacists. While 70% of industry executives believed that their representatives do not call on **managed** care **physicians** often enough, just 5% of the pharmacists agreed.

DESCRIPTORS: Pharmacists -- **managed** care systems, pharmaceutical representatives role; **Managed** care systems -- representatives, pharmaceutical, role; Industry, pharmaceutical -- representatives, pharmaceutical, **managed** care; Representatives, pharmaceutical -- role,

managed care; Drug **distribution** -- industry, pharmaceutical, **sales representatives** role; Data collection -- representatives, pharmaceutical , survey; Research -- industry, pharmaceutical, **sales representatives** role; **Samples** -- **drugs** , attitudes; Administrators -- industry, pharmaceutical, **sales representatives** role

8/3,K/4 (Item 1 from file: 42)
DIALOG(R)File 42:Pharmaceuticl News Idx

00259922 0259922
US PMA acts on drug diversion bill;Marion to sample by mail "Least burdensome"
SCRIP World Pharmaceutical News, n1342, p14
September 9, 1988
CODEN: SCRIDK JOURNAL CODE: SCR
LANGUAGE: English RECORD TYPE: Citation

...DESCRIPTORS: **monitoring** system...

... **drug samples** ; ...

... **sales representatives** ; ...

...mail **distribution** ; ...

...Dear **Doctor** letter

9/3,K/1 (Item 1 from file: 74)
DIALOG(R)File 74:Int.Pharm.Abs

00284362 35-05271
DEVELOPMENT AND IMPLEMENTATION OF A SAMPLES PROGRAM THAT MEETS JCAHO STANDARDS
Sheakley, M. L.; Summerfield, M. R.; Bradham, J. R.
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Abstract of Meeting Presentation
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9/3,K/2 (Item 2 from file: 74)
DIALOG(R)File 74:Int.Pharm.Abs

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There were 170 responses to the survey, which were divided between

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DESCRIPTORS: Pharmacists -- **managed** care systems, pharmaceutical representatives role; **Managed** care systems -- representatives, pharmaceutical, role; Industry, pharmaceutical -- representatives, pharmaceutical, **managed** care; Representatives, pharmaceutical -- role, **managed** care; Drug distribution -- industry, pharmaceutical, **sales representatives** role; Data collection -- representatives, pharmaceutical, survey; Research -- industry, pharmaceutical, **sales representatives** role; **Samples** -- **drugs**, attitudes; Administrators -- industry, pharmaceutical, **sales representatives** role

9/3,K/3 (Item 1 from file: 42)
DIALOG(R)File 42:Pharmaceuticl News Idx

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... **drug samples** ; ...

... **sales representatives** ; ...

...Dear **Doctor** letter

13/3,K/1 (Item 1 from file: 73)
DIALOG(R)File 73:EMBASE

11047319 EMBASE No: 2000391983
The use of oral contraceptive pharmaceutical sample **packs by adolescent** health **care** providers
Zink T.; Rosenthal S.
Dr. T. Zink, Department of Family Medicine, University of Cincinnati, PO Box 670582, Cincinnati, OH 45267 United States
AUTHOR EMAIL: Zinktm@fmmail.uc.edu
Journal of Pediatric and Adolescent Gynecology (J. PEDIATR. ADOLESC. GYNECOL.) (United States) 2000, 13/3 (129-133)
CODEN: JPAGF ISSN: 1083-3188
PUBLISHER ITEM IDENTIFIER: S1083318800000462
DOCUMENT TYPE: Journal ; Article
LANGUAGE: ENGLISH SUMMARY LANGUAGE: ENGLISH
NUMBER OF REFERENCES: 18

The use of oral contraceptive pharmaceutical sample **packs by adolescent** health **care** providers

Study Objective: The purpose of this study was to understand how **health** care **providers** use and distribute oral contraceptive pill (OCP) sample packs to adolescents. Design: Qualitative study involving...
...face structured interviews. Setting: Interviews lasted approximately 20-30 minutes and were done in the **health** care **provider** 's office setting. Participants: A convenience sample of fourteen **health** care **providers** (pediatricians, family practitioners, nurse practitioners, and midwives) who have practices that include adolescents were interviewed...

...were done. Conclusions: OCP sample packs are an important tool for education and compliance. The **pharmaceutical** OCP **sample** supply may influence the **health** care **provider** 's OCP choice for a teen.
MEDICAL DESCRIPTORS:
drug use; patient compliance; packaging; health care cost; sexual behavior; **distribution** volume; human; **controlled** study; article; priority journal

13/3,K/2 (Item 1 from file: 155)
DIALOG(R)File 155:MEDLINE(R)

07236499 92099060 PMID: 1728653
Sample medication **dispensing in a residency practice.**
Morelli D; Koenigsberg M R
Department of Family Medicine, State University of New York, Buffalo.
Journal of family practice (UNITED STATES) Jan 1992, 34 (1) p42-8, ISSN 0094-3509 Journal Code: 7502590
Contract/Grant No.: 1502721 G; PHS
Document type: Journal Article
Languages: ENGLISH
Main Citation Owner: NLM
Record type: Completed

Sample medication **dispensing in a residency practice.**
BACKGROUND. The distribution of **sample medications** to **physicians** by pharmaceutical manufacturers has been regulated by Congress and extensively critiqued in the medical literature...

... billion samples in 1988, yet there are no published reports on the clinical use of **sample medications** . METHODS. A 4-week descriptive study was conducted that catalogued the contents of a **sample medication** collection in a family practice residency model office, calculated the value of the sample collection (average wholesale price [AWP]), and **monitored dispensing** of **medication samples** . RESULTS. The collection

initially contained 5546 samples with an AWP of $19,273. A total...

...during the study period. Patients received 548 of the sample packages in 105 dispensements ($2583), **physicians** or their families received 169 samples in 44 dispensements ($603), others received 26 samples in...

... to patients, approximately one third of the value of the medications withdrawn either went to **physicians** and their families or had an unknown destination. The high association of sample dispensing and simultaneous prescribing of the same brand-name drug supports the contention that sampling influences **physician** -prescribing habits. Further research should define how the availability of free **sample** **medications** affects **physician** -prescribing practices.
...; Drug Costs; Drug Industry--legislation and jurisprudence--LJ; Family Practice--education--ED; Internship and Residency; **Physician** 's Practice Patterns; **Physicians** , Family; Prescriptions, Drug--economics--EC; United States

13/3,K/3 (Item 1 from file: 74)
DIALOG(R)File 74:Int.Pharm.Abs

00307215 37-02481
INCORPORATING COMMUNITY SERVICE INTO RESIDENCY TRAINING PROGRAMS
Berry, T. M.; Stam, D. M.; Lakamp, R. E.; Baker, M. R.; Kasiar, J.
St. Louis College of Pharmacy, St. Louis, MO, USA
American Association of Colleges of Pharmacy Annual Meeting, V100, (Jul), p41, 1999
Abstract of Meeting Presentation
LANGUAGE: English RECORD TYPE: Abstract

...to underprivileged, Spanish-speaking immigrants. This clinic is staffed by a multidisciplinary group of volunteer **healthcare** **professionals** . Pharmaceutical care services provided include: dispensing **sample** and stock **medications** , providing education to patients and **healthcare** **professionals** , **managing** drug **inventory** , and recommending therapy. In July 1998, residents were offered opportunities to volunteer at the clinic...

13/3,K/4 (Item 2 from file: 74)
DIALOG(R)File 74:Int.Pharm.Abs

00250770 33-01179
PHYSICIANS DISPENSE FREE GENERICS AS HEALTH SYSTEM AIMS FOR COST-EFFECTIVE PRESCRIBING
Landis, N. T.
Am. Soc. of Health-Syst. Pharm., 7272 Wisconsin Ave., Bethesda, MD 20814, USA
American Journal of Health-System Pharmacy, V52, (Dec 1), p2638, 2645, 1995
Notes
CODEN: AHSPEK ISSN: 1079-2082 LANGUAGE: English RECORD TYPE: Abstract

PHYSICIANS DISPENSE FREE GENERICS AS HEALTH SYSTEM AIMS FOR COST-EFFECTIVE PRESCRIBING

A managed care system's program that substitutes **physician** dispensing of a full course of certain generic products in place of samples of expensive...
DESCRIPTORS: **Physicians** -- dispensing, generic drugs; Drugs -- generic, **physicians** **dispensing** ; **Managed** care systems -- **physicians** , **dispensing** ; Pharmacy, institutional -- administration, **physicians** dispensing; Dispensing -- **physicians** , generic drugs; Costs -- generic drugs, **physicians** **dispensing**; Control -- **inventory** , **managed care**

systems ; **Inventory** -- control, **managed** care systems; Records -- **dispensing** , **physicians** ; Packaging -- generic drugs, **physicians** **dispensing** ; Prescribing -- **physicians** , **managed care systems** ; **Samples** -- **drugs** , **dispensing**

13/3,K/5 (Item 3 from file: 74)
DIALOG(R)File 74:Int.Pharm.Abs

00152935 26-03040
DEVELOPMENT OF A PHARMACY **CONTROLLED SAMPLE DRUG DISTRIBUTION** PROGRAM
Kolar, R.; Harrell, T.; Chase, P.
Oklahoma Medical Center, Department of Pharmacy, Rm. 5E219, 800 NE 13th Street, Box 26307, Oklahoma City, OK 73126
ASHP Midyear Clinical Meeting, V23, (Dec), pMCS-68, 1988
Abstract of Meeting Presentation
LANGUAGE: English RECORD TYPE: Abstract

DEVELOPMENT OF A PHARMACY **CONTROLLED SAMPLE DRUG DISTRIBUTION** PROGRAM

A 650 bed teaching hospital developed a pharmacy **controlled sample drug distribution** program to conform with state, federal and JCAH regulations. Cooperation was obtained from **physicians** , pharmaceutical representatives and social services. Policies and procedures which differentiated use of samples as a...
DESCRIPTORS: **Samples** -- **drugs** , pharmacy **controlled distribution** ; **Drug distribution** -- **samples** , pharmacy **controlled** ; ASHP meeting abstracts -- samples **distribution**

13/3,K/6 (Item 4 from file: 74)
DIALOG(R)File 74:Int.Pharm.Abs

00021817 11-4345
WHAT MOTIVATES A **PHYSICIAN** TO TRY A NEW PRODUCT?
Waxburg, J. D.
Medical Marketing and Media (USA), V8, (Jul), p13-15, 1973
ISSN: 0025-7354 LANGUAGE: English RECORD TYPE: Abstract

WHAT MOTIVATES A **PHYSICIAN** TO TRY A NEW PRODUCT?

Of 83 Connecticut **physicians** (31 psychiatrists, 38 general practitioners, and 14 internists), detailmen were the prime motivational source for prescription writing, **followed** by samples **delivered** by detailmen or through the mail.
Physicians often tried the product only once if they were displeased with the results. New patients and refractory patients not responding to older medications were prescribed new products by **physicians** who tended to be young and unacquainted with older medications.
Journal advertising is important in...
DESCRIPTORS: Representatives, pharmaceutical -- prescriptions, prime factor in motivating sales; **Physicians** -- prescriptions, motivation, pharmaceutical representatives prime factor; Advertising -- prescriptions , effects, **physician** motivation in using new product; Marketing -- prescriptions, factors motivating **physicians** to try new products; **Samples** -- **prescriptions** , in motivating **physician** to try new product

17/3,K/1 (Item 1 from file: 5)
DIALOG(R)File 5:Biosis Previews(R)

0005675868 BIOSIS NO.: 198784030017
DRUG USE AMONG A SAMPLE OF MALES ADMITTED TO AN ALCOHOL DETOXICATION CENTER
AUTHOR: OGBORNE A C (Reprint); KAPUR B M
AUTHOR ADDRESS: ADDICTION RES FOUND, UNIV WESTERN ONTARIO, LONDON, ONTARIO, N6A 5B9, CAN**CANADA
JOURNAL: Alcoholism Clinical and Experimental Research 11 (2): p183-185 1987
ISSN: 0145-6008
DOCUMENT TYPE: Article
RECORD TYPE: Abstract
LANGUAGE: ENGLISH

...ABSTRACT: of 111 consecutive male admissions to a nonmedical detoxication center in Toronto. Analysis of these **samples** revealed that 51 (50%) had **traces** of drugs other than alcohol and that 12 (12%) were alcohol free. Benzodiazepines were the...

...some samples had zero or low concentrations. Although alcohol urine concentrations were generally lower in **samples** containing other **drugs**, the **distribution** of urine alcohol concentrations was similar for samples containing only alcohol and those containing alcohol...

17/3,K/2 (Item 1 from file: 73)
DIALOG(R)File 73:EMBASE

10881104 EMBASE No: 2000366856
The value of pharmaceutical representative visits and medication samples in community-based family practices
Backer E.L.; Lebsack J.A.; Van Tonder R.J.N.; Crabtree B.F.
Dr. E.L. Backer, Department of Family Medicine, 983075 Univ. of Nebraska Med. Ctr., Omaha, NE 68198-3075 United States
AUTHOR EMAIL: ebacker@unmc.edu
Journal of Family Practice (J. FAM. PRACT.) (United States) 2000, 49/9 (811-816)
CODEN: JFAPD ISSN: 0094-3509
DOCUMENT TYPE: Journal; Article
LANGUAGE: ENGLISH SUMMARY LANGUAGE: ENGLISH
NUMBER OF REFERENCES: 32

...policies in a minority of practices. Generally there was little structure in the organization and **distribution** of **sample medications** at the office level, and detailed patient education regarding these drags was rarely **observed** in patient encounters. Nevertheless, **samples** were used in almost 20% of observed encounters, at times as starter dosages, but often...

17/3,K/3 (Item 2 from file: 73)
DIALOG(R)File 73:EMBASE

07933495 EMBASE No: 1999406826
Methadone conversion to EDDP during GC-MS analysis of urine samples
Galloway F.R.; Bellet N.F.
F.R. Galloway, Microgenics Corporation, 4665 Willow Road, Pleasanton, CA 94588 United States
Journal of Analytical Toxicology (J. ANAL. TOXICOL.) (United States) 1999, 23/7 (615-619)
CODEN: JATOD ISSN: 0146-4760
DOCUMENT TYPE: Journal; Article

LANGUAGE: ENGLISH SUMMARY LANGUAGE: ENGLISH
NUMBER OF REFERENCES: 18

...it was noted that detedable levels of EDDP were found during analysis of extracts from **drug** -free urine **samples** spiked with methadone. Different **amounts** of EDDP were detected by GC-MS during confirmation analysis; however, levels consistently exceeded 50...

...solid-phase extraction. Reducing the GC injector-port temperature from 260degreeC to 180degreeC reduced the **observed** EDDP concentration in one **sample** from 201 ng/mL to 53 ng/mL at the initial methadone concentration of 10...

17/3,K/4 (Item 3 from file: 73)
DIALOG(R)File 73:EMBASE

04032594 EMBASE No: 1989201636
Extraction and AAS determination of trace amount **of cobalt in** medicinal samples
Dan S.R.; Das A.K.
Chemistry Department, University of Burdwan, Burdwan 713 104 India
Journal of the Indian Chemical Society (J. INDIAN CHEM. SOC.) (India) 1989, 66/1 (69-70)
CODEN: JICSA ISSN: 0019-4522
DOCUMENT TYPE: Journal
LANGUAGE: ENGLISH

Extraction and AAS determination of trace amount **of cobalt in** medicinal samples

17/3,K/5 (Item 1 from file: 155)
DIALOG(R)File 155:MEDLINE(R)

07236499 92099060 PMID: 1728653
Sample medication dispensing **in a residency practice.**
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Department of Family Medicine, State University of New York, Buffalo.
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Contract/Grant No.: 1502721 G; PHS
Document type: Journal Article
Languages: ENGLISH
Main Citation Owner: NLM
Record type: Completed

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BACKGROUND. The **distribution** of **sample medications** to physicians by pharmaceutical manufacturers has been regulated by Congress and extensively critiqued in the...

... residency model office, calculated the value of the sample collection (average wholesale price [AWP]), and **monitored dispensing** of **medication samples** . RESULTS. The collection initially contained 5546 samples with an AWP of $19,273. A total...

17/3,K/6 (Item 1 from file: 74)
DIALOG(R)File 74:Int.Pharm.Abs

00304393 36-11493
ANESTHESIA CART REQUIREMENTS; MONTHLY SITE INSPECTIONS; DOCUMENTATION OF

PATIENT SELF-ASSESSMENT AND PATIENT EDUCATION; COLLECTION OF MD RECREDENTIALLING DATA; AUTOMATED **DISPENSING** DEVICES AND NARCOTIC CONTROL; NONFORMULARY MEDICATION **SAMPLES** ; INFUSION RATE LABELING; TELEVISION **MONITORS** AND PATIENT CONFIDENTIALITY
Rich, D. S.
Joint Commission, Div. of Accreditation Operations, One Renaissance Blvd., Oakbrook Terrace, IL 60181, USA Internet: drich@jcaho.org
Hospital Pharmacy (USA), V34, (Jun), p768, 774-776, 1999
CODEN: HOPHAZ ISSN: 0018-5787 LANGUAGE: English RECORD TYPE: Abstract

...INSPECTIONS; DOCUMENTATION OF PATIENT SELF-ASSESSMENT AND PATIENT EDUCATION; COLLECTION OF MD RECREDENTIALLING DATA; AUTOMATED **DISPENSING** DEVICES AND NARCOTIC CONTROL; NONFORMULARY MEDICATION **SAMPLES** ; INFUSION RATE LABELING; TELEVISION **MONITORS** AND PATIENT CONFIDENTIALITY

...sites for monthly inspections, documentation of patient medication assessment and patient consultations, physician credentialling, automated **dispensing** of narcotics, nonformulary **medication samples** , infusion rate labeling, and patient confidentiality when announcing that a prescription is ready are presented.
...DESCRIPTORS: Data collection -- physicians, accreditation; Drug distribution systems -- opiates, automation; Automation -- drug distribution systems, opiates; Opiates -- **dispensing** , automation; **Dispensing** -- opiates, automation; **Drug** utilization -- **samples** , formularies; **Samples** -- **drugs** , formularies; Formularies -- **samples** ; **Drug administration rate** -- injections, labeling; Labeling -- drug administration rate, injections; Injections -- labeling, administration rate; Patient information...

17/3,K/7 (Item 2 from file: 74)
DIALOG(R)File 74:Int.Pharm.Abs

00284362 35-05271
DEVELOPMENT AND IMPLEMENTATION OF A SAMPLES PROGRAM THAT MEETS JCAHO STANDARDS
Sheakley, M. L.; Summerfield, M. R.; Bradham, J. R.
Medical University of South Carolina Medical Center, 171 Ashley Avenue, Charleston, SC 29425, USA
ASHP Annual Meeting, V55, (Jun), pMCS-17, 1998
Abstract of Meeting Presentation
LANGUAGE: English RECORD TYPE: Abstract

...potential barriers to a successful medication samples program. 3. Discuss the primary problems encountered in **samples management** .
Self-assessment questions: True or False: 1. Since samples are free, they do not fall...
...DESCRIPTORS: of Healthcare Organizations -- standards, drug samples control; Standards -- Joint Commission on Accreditation of Healthcare Organizations, **drug samples** control; Representatives, **pharmaceutical** -- **samples** , hospitals; **Dispensing** -- samples, hospitals; Documentation -- samples, hospitals; Control -- samples, hospitals

17/3,K/8 (Item 3 from file: 74)
DIALOG(R)File 74:Int.Pharm.Abs

00250770 33-01179
PHYSICIANS DISPENSE FREE GENERICS AS HEALTH SYSTEM AIMS FOR COST-EFFECTIVE PRESCRIBING
Landis, N. T.
Am. Soc. of Health-Syst. Pharm., 7272 Wisconsin Ave., Bethesda, MD 20814, USA
American Journal of Health-System Pharmacy, V52, (Dec 1), p2638, 2645, 1995

Notes
CODEN: AHSPEK ISSN: 1079-2082 LANGUAGE: English RECORD TYPE: Abstract

...DESCRIPTORS: managed care systems; Inventory -- control, managed care systems; Records -- dispensing, physicians; Packaging -- generic drugs, physicians **dispensing** ; Prescribing -- physicians, **managed** care systems; **Samples** -- **drugs** , **dispensing**

17/3,K/9 (Item 4 from file: 74)
DIALOG(R)File 74:Int.Pharm.Abs

00237746 32-03328
DISPENSING DRUG SAMPLES FROM THE EMERGENCY ROOM; DRUG USE EVALUATION REQUIREMENTS
Rich, D. S.
Dept. of Home Care Accreditation Serv., Joint Commission, One Renaissance Blvd., Oakbrook Terrace, IL 60181, USA
Hospital Pharmacy (USA), V29, (Nov), p1042, 1044, 1994
CODEN: HOPHAZ ISSN: 0018-5787 LANGUAGE: English RECORD TYPE: Abstract

DISPENSING DRUG SAMPLES FROM THE EMERGENCY ROOM; DRUG USE EVALUATION REQUIREMENTS

...Joint Commission on Accreditation of Healthcare Organizations (JCAHO) standards in hospital pharmacy practice are described: **dispensing drug samples** from the emergency room (ER) and drug use evaluation (DUE) requirements.

The pharmacy is ultimately responsible for the control and accountability of **drug samples dispensed** from the ER. The JCAHO requires that drug **samples** be **controlled** and distributed from the ER, or even physicians' offices in the ambulatory clinics, with the...
DESCRIPTORS: Joint Commission on Accreditation of Healthcare Organizations -- standards, **drug sample dispensing** , ER; Standards -- Joint Commission on Accreditation of Healthcare Organizations, **drug sample dispensing** , ER; **Drug** utilization -- evaluation, JCAHO requirements, hospital pharmacy practice; Pharmacy, institutional, hospital -- administration, JCAHO standards, **drug sample dispensing** ; **Dispensing** -- **samples** , **drugs** , ER, JCAHO standards; **Samples** -- **drugs** , **dispensing** , ER, JCAHO standards; Administration -- hospital pharmacy, JCAHO standards, drug sample **dispensing** ; Hospitals -- emergency rooms, **drug sample dispensing** , JCAHO standards; Physicians -- **dispensing** , **drugs samples** , **JCAHO** standards

17/3,K/10 (Item 5 from file: 74)
DIALOG(R)File 74:Int.Pharm.Abs

00206537 30-00656
DEVELOPMENT OF A SYSTEM TO **MANAGE** DRUG **SAMPLES** IN AN OUTPATIENT CLINIC
Griffin, C. R.; Magee, M. J.; Robertson, L. M.
University Medical Center, 655 W. 8th Street, Jacksonville, FL 32209, USA
ASHP Midyear Clinical Meeting, V27, (Dec), pMCS-14, 1992
Abstract of Meeting Presentation
LANGUAGE: English RECORD TYPE: Abstract

DEVELOPMENT OF A SYSTEM TO **MANAGE** DRUG **SAMPLES** IN AN OUTPATIENT CLINIC
...DESCRIPTORS: presentations; ASHP meeting abstracts -- drug sample control; Documentation -- drugs, samples, control, hospital pharmacy; Patients -- outpatients, **dispensing** , **drug samples** , **contr** ol; Labeling -- **prescriptions** , **samples** , control, hospital pharmacy; **Dispensing** -- **prescriptions** , **samples** , control, hospital pharmacy; **Samples** -- **drugs** , control, hospital pharmacy policies; Administration -- hospital pharmacy, drug samples, control; Pharmacy, institutional,

hospital -- administration, drug...

17/3,K/11 (Item 6 from file: 74)
DIALOG(R)File 74:Int.Pharm.Abs

00152935 26-03040
DEVELOPMENT OF A PHARMACY **CONTROLLED SAMPLE DRUG DISTRIBUTION** PROGRAM
Kolar, R.; Harrell, T.; Chase, P.
Oklahoma Medical Center, Department of Pharmacy, Rm. 5E219, 800 NE 13th Street, Box 26307, Oklahoma City, OK 73126
ASHP Midyear Clinical Meeting, V23, (Dec), pMCS-68, 1988
Abstract of Meeting Presentation
LANGUAGE: English RECORD TYPE: Abstract

DEVELOPMENT OF A PHARMACY **CONTROLLED SAMPLE DRUG DISTRIBUTION** PROGRAM

A 650 bed teaching hospital developed a pharmacy **controlled sample drug distribution** program to conform with state, federal and JCAH regulations. Cooperation was obtained from physicians, pharmaceutical...
DESCRIPTORS: **Samples** -- **drugs** , pharmacy **controlled distribution** ; **Drug distribution** -- **samples** , pharmacy **controlled** ; ASHP meeting abstracts -- **samples** distribution

17/3,K/12 (Item 7 from file: 74)
DIALOG(R)File 74:Int.Pharm.Abs

00006655 08-1769
APPROACH TO REDUCING THE INDISCRIMINATE **DISTRIBUTION** OF **DRUG SAMPLES**
Hernandez, L.
Strong Memorial Hospital, University of Rochester, Rochester, New York
Hospital Pharmacy (USA), V5, (Dec), p14-18, 1970
CODEN: HOPHAZ ISSN: 0018-5787 LANGUAGE: English RECORD TYPE: Abstract

APPROACH TO REDUCING THE INDISCRIMINATE **DISTRIBUTION** OF **DRUG SAMPLES**
DESCRIPTORS: **Drugs** -- **samples** , **distribution** , indiscriminate, reduction; **Samples** -- **drugs** , **distribution** , indiscriminate, reduction; Pharmacy and therapeutics committee -- approach, **drugs** , **sample** , distribution, indiscriminate, reduction; Industry, **pharmaceutical** -- **samples** , physicians, reduction, **following** notification by pharmacy and therapeutics committee

17/3,K/13 (Item 1 from file: 8)
DIALOG(R)File 8:Ei Compendex(R)

02748812 E.I. Monthly No: EI8906050353
Title: Therapeutic monitoring of free (unbound) drug levels: Analytical aspects.
Author: Mehta, Anil C.
Corporate Source: General Infirmary at Leeds, Leeds, Engl
Source: TrAC, Trends in Analytical Chemistry (Personal Edition) v 8 n 3 Mar 1989 p 107-112
Publication Year: 1989
CODEN: TTAEDJ ISSN: 0165-9936
Language: English

...Abstract: and other biological fluids, and in the development of analytical techniques that permit measurements of **trace amounts** of **drugs** in small **samples** . This has led to a rapidly developing interest in

using free drug levels as a...

File 347:JAPIO Oct 1976-2003/Jun(Updated 031006)
(c) 2003 JPO & JAPIO
File 350:Derwent WPIX 1963-2003/UD,UM &UP=200371
(c) 2003 Thomson Derwent

Set	Items	Description
S1	419459	DRUG? ? OR PRESCRIPTION? OR MEDICATION? ? OR MEDS OR PHARMACEUTICAL? ? OR MEDICIN??
S2	291883	SAMPLE OR SAMPLES OR TRIAL()SIZE? ?
S3	3531277	TRACK??? OR MONITOR? OR OBSERV? OR TRACE? OR TRACING OR FOLLOW? OR MANAG? OR CONTROLL? OR COORDINAT?
S4	1852492	DISTRIBUTION OR DELIVER? OR TRANSFER? OR CIRCULAT? OR DISPENS? OR APPORTION? OR DISSEMINAT?
S5	3485746	INVENTORY OR INVENTORIES OR STOCK OR QUANTITY OR QUANTITIES OR AMOUNT OR NUMBER OR SUPPLY OR SUPPLIES
S6	75280	SALESM?N OR SALESWOM?N OR (SALES OR FACTORY OR MANUFACTURER?)(1W)(REP OR REPRESENTATIVE? ? OR AGENT? ?) OR SELLER? ? OR DISTRIBUTOR? ? OR TRADESM?N
S7	16255	(HEALTHCARE OR HEALTH OR MEDICAL OR OSTEOPATHIC OR LICENSED OR AUTHORIZED OR AUTHORISED)(2W)(PROVIDER? OR PROFESSIONAL? ? OR PRACTITIONER? OR DISPENSER?) OR DOCTOR? ? OR PHYSICIAN?
S8	434	(S1(5N)S2) AND S3
S9	42	(S1(5N)S2) AND (S3(5N)(S4 OR S5))
S10	1	(S1(5N)S2)(S)(S3 AND S6 AND S7)
S11	14	(S1(5N)S2) AND S3 AND (S6 OR S7)
S12	1	S1 AND (S2(5N)S3) AND S6 AND S7
S13	1	(S1 AND S2 AND S3 AND S6 AND S7) NOT (S9 OR S10 OR S11 OR S12)
S14	8	((S1(5N)S3) AND S2 AND (S6 OR S7)) NOT (S9 OR S10 OR S11 OR S12 OR S13)
S15	161	(S1(5N)S2)(S)S3
S16	11	S15 AND (IC=G06F-017/60 OR MC=(B11-C08 OR B12-K04E OR T01-J05A2))

9/TI,PY,AZ/1 (Item 1 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

015553551
Composition for detecting target analytes such as abused drugs and hormones, in test samples such as body fluids and environmental samples, comprises metallic surface and specific asymmetric monolayer forming species
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 20020121314	A1	20020905	US 2000201026	P	20000501	200358	B
			US 2000626096	A	20000726		
			US 2001847113	A	20010501		

9/TI,PY,AZ/2 (Item 2 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

015431127
Determining the inhibitory potency of an active ingredient in a biological sample , useful for therapeutic drug monitoring comprises relating the signal determined to a reference standard curve prepared with at least one reference
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200340390	A2	20030515	WO 2002EP12631	A	20021108	200346	B

9/TI,PY,AZ/3 (Item 3 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

015321231
Mobile computer network implemented method of managing an inventory , e.g. of pharmaceuticals carried by representatives to doctors, by maintaining a main central inventory and sub-inventories on the mobile computers
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200336424	A2	20030501	WO 2002US33952	A	20021023	200336	B
US 20030088442	A1	20030508	US 2001343641	P	20011023	200345	
			US 2002278500	A	20021023		

9/TI,PY,AZ/4 (Item 4 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

015267445
Pharmaceutical drug sample tracking and control method for hospitals, involves storing patient information, adverse reaction information experienced by patient and patient recovery state, when patient is treated with drug sample
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 20020161607	A1	20021031	US 2001790385	A	20010223	200331	B

9/TI,PY,AZ/5 (Item 5 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

015239510
Matrix layer for analyzing biomolecules by their isoelectric point in combination with second dimension analysis, by isolated isoelectric focusing buffer or isolated cell comprising the buffer
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200308977	A2	20030130	WO 2002US22714	A	20020716	200329	B

US 20030102215	A1	20030605	US 2001305802	P	20010716	200339		
			US 2001310316	P	20010806			
			US 2001340698	P	20011029			
			US 2002377044	P	20020430			
			US 2002198071	A	20020716			

9/TI,PY,AZ/6 (Item 6 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

015239492
Gel composition useful in monitoring the level of analyte in a sample comprises first and second gel-forming fragments binding reversibly to one another to form a gel
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200306993	A2	20030123	WO 2002GB3183	A	20020710	200329	B

9/TI,PY,AZ/7 (Item 7 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

015237800
Producing motif-specific, context-independent antibody recognizing motif-containing proteins, using a degenerate peptide library having target motifs with invariant amino acids flanked by degenerate amino acids, as antigens
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 20020168684	A1	20021114	US 98148712	A	19980904	200329	B
			US 2000535364	A	20000324		
			US 200114485	A	20011113		

9/TI,PY,AZ/8 (Item 8 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

015178828
Use of genotyping for the individualization of therapy and/or treatment, and the individual is genotype for a specific metabolic factor and a corresponding genotypic determinant is characterized
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200308637	A2	20030130	WO 2002CA1103	A	20020717	200323	B

9/TI,PY,AZ/9 (Item 9 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

015042798
Transdermal electrotransport drug delivery or body analyte sampling device comprises anode and/or cathode having electrode and reservoir comprised of housing composed of polymeric material and aqueous medium
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200281024	A1	20021017	WO 2002US10576	A	20020404	200309	B
US 20020198484	A1	20021226	US 2001281561	P	20010404	200309	
			US 2002117024	A	20020404		

9/TI,PY,AZ/10 (Item 10 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

014786109
A new protein binding assay for immunosuppressant drugs FK-506 or rapamycin or their active metabolites or derivatives uses a new 8.4 kDa

immunophilin isolated from lymphatic tissues which is identical to ubiquitin

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 6410340	B1	20020625	US 2000643723	A	20000823	200265	B

9/TI,PY,AZ/11 (Item 11 from file: 350)

DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

014779111

Preparing standard diluent for use in simultaneous assay for analytes, by treating biological fluid containing target analytes to remove the analytes, to decrease its concentrations below threshold concentrations

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200259617	A2	20020801	WO 2001US48252	A	20011213	200264	B
US 20020137097	A1	20020926	US 2000255561	P	20001213	200265	
			US 200117788	A	20011213		
EP 1354206	A2	20031022	EP 2001992104	A	20011213	200370	
			WO 2001US48252	A	20011213		

9/TI,PY,AZ/12 (Item 12 from file: 350)

DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

014697507

Distribution of pharmaceutical drug samples **, involves distribution by a prescriber of** drug sample **token to permit the patient to obtain the** sample **from the** drug **dispenser**

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 20020055856	A1	20020509	US 2000242294	A	20001020	200255	B
			US 2001991381	A	20011022		

9/TI,PY,AZ/13 (Item 13 from file: 350)

DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

014677972

Controlled articles distribution tracking **method for sample** distribution **and** inventory **control, involves confirming authority of sales representative to distribute samples and practitioners to receive samples**

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 20020042762	A1	20020411	US 2000230764	A	20000907	200253	B
			US 2001942803	A	20010830		

9/TI,PY,AZ/14 (Item 14 from file: 350)

DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

014659884

Pharmaceutical drug sample **distribution method for patient care, involves adjudicating pharmacy benefit claim, for using token for** pharmaceutical drug sample **, for distributing token to patient**

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
CA 2359502	A1	20020420	CA 2359502	A	20011022	200252	B

9/TI,PY,AZ/15 (Item 15 from file: 350)

DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

014613306

Medical product dispensing **system for integrating data** management **with the** controlled dispensing **of medical products has** dispensers , **and subsystems for admission,** prescription , sample **management, marketing, and point of sale, respectively**

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 20020032582	A1	20020314	US 2000232643	A	20000914	200246	B
			US 2001930599	A	20010815		
WO 200223459	A2	20020321	WO 2001US25585	A	20010815	200246	
AU 200184949	A	20020326	AU 200184949	A	20010815	200251	

9/TI,PY,AZ/16 (Item 16 from file: 350)

014359138

Processing subject (S) characteristic by remote data service which processes electronic information representing sample characteristics of S, transmitted by testing kit, to provide electronically-transmittable results

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200207064	A2	20020124	WO 2001US22300	A	20010717	200223	B
AU 200173486	A	20020130	AU 200173486	A	20010717	200236	
US 20020059030	A1	20020516	US 2000218583	P	20000717	200237	
			US 2000218584	P	20000717		
			US 2000218585	P	20000717		
			US 2001906005	A	20010717		

9/TI,PY,AZ/17 (Item 17 from file: 350)

014262060

Automated chemical or biological samples **treatment system in** pharmaceutical **industry, has dispensing station that dispenses treatment solution into sample/collection containers in centrifuge**

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200179857	A2	20011025	WO 2001US40496	A	20010411	200211	B
AU 200157602	A	20011030	AU 200157602	A	20010411	200219	
US 20020090729	A1	20020711	US 2000549958	A	20000414	200248	
			US 200258462	A	20020128		
EP 1297344	A2	20030402	EP 2001931138	A	20010411	200325	
			WO 2001US40496	A	20010411		

9/TI,PY,AZ/18 (Item 18 from file: 350)

014253915

Two-dimensional piezoelectrically actuated flex tensional fluid drop ejector array for inkjet printing, has membranes which are brought into resonance by flex tensional movement of piezoelectric ring

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 20010035700	A1	20011101	US 95530919	A	19950920	200210	B
			US 9898011	A	19980615		
			US 2001795812	A	20010227		
US 6445109	B2	20020903	US 95530919	A	19950920	200266	
			US 9898011	A	19980615		
			US 2001795812	A	20010227		

9/TI,PY,AZ/19 (Item 19 from file: 350)

014012567
Dosage form for controlled release of a drug comprises several dose units and several separators
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200152815	A1	20010726	WO 2001US1990	A	20010122	200154	B
AU 200132893	A	20010731	AU 200132893	A	20010122	200171	
US 20020072735	A1	20020613	US 2000177230	P	20000120	200243	
			US 2001766695	A	20010122		
EP 1248595	A1	20021016	EP 2001904967	A	20010122	200276	
			WO 2001US1990	A	20010122		
KR 2002072290	A	20020914	KR 2002709372	A	20020720	200311	
CN 1404388	A	20030319	CN 2001803898	A	20010122	200344	

9/TI,PY,AZ/20 (Item 20 from file: 350)

013972660
Inhibiting replication of reverse transcriptase dependent viruses including HIV, involves using compounds which deplete intracellular concentrations of deoxyribonucleoside phosphate and/or nucleoside phosphate analog
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 20010008905	A1	20010719	US 9365815	A	19930521	200149	B
			US 94245259	A	19940517		
			US 2000497770	A	20000204		
			US 2001756411	A	20010108		

9/TI,PY,AZ/21 (Item 21 from file: 350)

013896748
Computer implemented operator querying method for medical information system, involves providing at least one query regarding therapeutic event to workstation
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200122330	A1	20010329	WO 2000US26057	A	20000922	200140	B
AU 200076062	A	20010424	AU 200076062	A	20000922	200141	

9/TI,PY,AZ/22 (Item 22 from file: 350)

013896729
Medical product remote dispensing system for hospitals, has authorization node and dispensing node interfaced with pharmacy controller via Internet
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200121131	A2	20010329	WO 2000US26170	A	20000922	200140	B
AU 200076099	A	20010424	AU 200076099	A	20000922	200141	
US 20020173875	A1	20021121	US 99155446	P	19990922	200279	
			US 99454359	A	19991203		
			WO 2000US26170	A	20000922		
			US 2002105059	A	20020322		
EP 1261308	A2	20021204	EP 2000965373	A	20000922	200280	
			WO 2000US26170	A	20000922		
US 6564121	B1	20030513	US 99155446	P	19990922	200335	
			US 99454359	A	19991203		
US 20030125837	A1	20030703	US 99155446	P	19990922	200345	
			US 99454359	A	19991203		

				US 2002315293	A	20021209		
JP 2003528652	W	20030930		WO 2000US26170	A	20000922	200365	
				JP 2001524558	A	20000922		

9/TI,PY,AZ/23 (Item 23 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

013871334
Microchip releasing molecules into e.g. bloodstream, includes reservoirs from which they are released under control into carrier fluid
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200135928	A1	20010525	WO 2000US31529	A	20001117	200137	B
AU 200116162	A	20010530	AU 200116162	A	20001117	200152	
EP 1229901	A1	20020814	EP 2000978732	A	20001117	200261	
			WO 2000US31529	A	20001117		
US 20020173745	A1	20021121	US 99166370	P	19991117	200279	
			US 2000715493	A	20001117		
			US 2002195338	A	20020715		
US 6491666	B1	20021210	US 99166370	P	19991117	200301	
			US 2000715493	A	20001117		
US 6537256	B2	20030325	US 99166370	P	19991117	200325	
			US 2000715493	A	20001117		
			US 2002195338	A	20020715		
JP 2003513755	W	20030415	WO 2000US31529	A	20001117	200328	
			JP 2001537921	A	20001117		
US 20030100865	A1	20030529	US 2000715493	A	20001117	200337	N
			US 2002314838	A	20021209		

9/TI,PY,AZ/24 (Item 24 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

013782163
Positioning system for automated sample **movement and positioning for** pharmaceutical **research and clinical diagnostics, comprises macro and micro positioning subsystems**
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200125796	A1	20010412	WO 2000US26829	A	20000929	200127	B
AU 200076228	A	20010510	AU 200076228	A	20000929	200143	
US 6429016	B1	20020806	US 99411748	A	19991001	200254	
US 20020146347	A1	20021010	US 99411748	A	19991001	200269	
			US 2002153327	A	20020522		

9/TI,PY,AZ/25 (Item 25 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

013710024
Quality control system for radioactive medicine, controls conveyor to convey medicine filled vials, dispensing unit to draw out medicine sample **and quality controller to inspect sample**
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
JP 2000356642	A	20001226	JP 99166229	A	19990614	200120	B

9/TI,PY,AZ/26 (Item 26 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

013487200
Feed additive for preventing and treating viral disease in fish, comprises crude drug of safflower, licorice and/or inulae flos flower, pomegranate fruit skin and pumpkin seed

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
JP 2000262226	A	20000926	JP 9973265	A	19990318	200064	B

9/TI,PY,AZ/27 (Item 27 from file: 350)

DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

013251385

Fluid dispenser **for** controlled dispensing **of small fluid volumes has two actuators coupled to a fluid chamber**

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200033961	A1	20000615	WO 99US29438	A	19991210	200036	B
AU 200031189	A	20000626	AU 200031189	A	19991210	200045	
EP 1137489	A1	20011004	EP 99965225	A	19991210	200158	
			WO 99US29438	A	19991210		
US 6296811	B1	20011002	US 98210260	A	19981210	200160	
US 20010055814	A1	20011227	US 98210260	A	19981210	200206	
			US 2001930590	A	20010815		
JP 2002531259	W	20020924	WO 99US29438	A	19991210	200278	
			JP 2000586447	A	19991210		
EP 1316361	A2	20030604	EP 99965225	A	19991210	200337	
			EP 20034222	A	19991210		
EP 1137489	B1	20030709	EP 99965225	A	19991210	200353	
			WO 99US29438	A	19991210		
			EP 20034222	A	19991210		
DE 69909511	E	20030814	DE 609511	A	19991210	200361	
			EP 99965225	A	19991210		
			WO 99US29438	A	19991210		

9/TI,PY,AZ/28 (Item 28 from file: 350)

DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

013192309

Pharmaceutical sample distribution management **system in** pharmaceutical **industry, controls** dispensing **of** sample **identified by media slips, by managing movement of slips between prescribers, patients and pharmacies**

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 6055507	A	20000425	US 95556466	A	19951113	200031	B
			US 98137095	A	19980820		

9/TI,PY,AZ/29 (Item 29 from file: 350)

DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

012964123

Non-instrumented assay for quantitative and qualitative analysis of biological samples

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 5998221	A	19991207	US 96719223	A	19960925	200012	B

9/TI,PY,AZ/30 (Item 30 from file: 350)

DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

012934497

Weighing system for checking weight of samples **, especially** drugs **in sealed glass vials, on production line**

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 9967606	A1	19991229	WO 99GB1992	A	19990624	200009	B

AU 9943841	A	20000110	AU 9943841	A	19990624	200025
NO 200006473	A	20010223	WO 99GB1992	A	19990624	200123
			NO 20006473	A	20001219	
EP 1099097	A1	20010516	EP 99926665	A	19990624	200128
			WO 99GB1992	A	19990624	
CN 1307676	A	20010808	CN 99807852	A	19990624	200173
KR 2001071469	A	20010728	KR 2000714151	A	20001213	200208
JP 2002519628	W	20020702	WO 99GB1992	A	19990624	200246
			JP 2000556216	A	19990624	
AU 748784	B	20020613	AU 9943841	A	19990624	200251

9/TI,PY,AZ/31 (Item 31 from file: 350)

DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

012438409

Dispensing system of products in clinic

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 9915990	A1	19990401	WO 98US19808	A	19980923	199920	B
AU 9895008	A	19990412	AU 9895008	A	19980923	199934	
EP 1018083	A1	20000712	EP 98948434	A	19980923	200036	
			WO 98US19808	A	19980923		
AU 735949	B	20010719	AU 9895008	A	19980923	200148	

9/TI,PY,AZ/32 (Item 32 from file: 350)

DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

012140776

Process and test kit for heroin detection - differentiates heroin from other street drugs that may react to a free base indicator

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 9845714	A1	19981015	WO 98IL162	A	19980402	199847	B
AU 9867452	A	19981030	AU 9867452	A	19980402	199911	
EP 983514	A1	20000308	EP 98912691	A	19980402	200017	
			WO 98IL162	A	19980402		
IL 120643	A	20001121	IL 120643	A	19970410	200067	

9/TI,PY,AZ/33 (Item 33 from file: 350)

DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

011000321

Luminescent chemical moieties including complexes of rare earth metals - are used to detect small quantities of complex substances, e.g. pharmaceuticals **in complex** sample **mixts.**

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 9633411	A1	19961024	WO 96US5392	A	19960418	199649	B
AU 9656651	A	19961107	AU 9656651	A	19960418	199709	
US 5858676	A	19990112	US 95423394	A	19950418	199910	
			US 97891337	A	19970710		
US 20020197601	A1	20021226	US 95423394	A	19950418	200304	
			US 97891337	A	19970710		
			US 98222443	A	19981229		

9/TI,PY,AZ/34 (Item 34 from file: 350)

DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

010825810

Linear motor driven transport system e.g for hospitals - uses control panel to link operators to control system with main route, branches and buffers for arranging transport of carriers

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
EP 721872	A2	19960717	EP 96400063	A	19960111	199633	B
JP 8188220	A	19960723	JP 952920	A	19950111	199639	
JP 8188221	A	19960723	JP 952921	A	19950111	199639	
JP 8188222	A	19960723	JP 952922	A	19950111	199639	
US 5682820	A	19971104	US 95580305	A	19951228	199750	
CN 1134909	A	19961106	CN 96100853	A	19960110	199803	
TW 386875	A	20000411	TW 95113645	A	19951220	200060	
JP 3183080	B2	20010703	JP 952920	A	19950111	200139	
JP 3183081	B2	20010703	JP 952921	A	19950111	200139	
JP 3183082	B2	20010703	JP 952922	A	19950111	200139	
EP 721872	B1	20030514	EP 96400063	A	19960111	200333	
DE 69628063	E	20030618	DE 628063	A	19960111	200348	
			EP 96400063	A	19960111		

9/TI,PY,AZ/35 (Item 35 from file: 350)

DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

009489157

Monitoring **the** quantity **of fluorophore assisted drug using labelling techniques - is esp. applicable to heparin and is also useful for assessing organ dysfunction**

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 9310450	A1	19930527	WO 92US10061	A	19921120	199322	B
AU 9331449	A	19930615	AU 9331449	A	19921120	199340	
EP 641438	A1	19950308	EP 92925368	A	19921120	199514	
			WO 92US10061	A	19921120		

9/TI,PY,AZ/36 (Item 36 from file: 350)

DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

009106762

Sample **e.g.** drug **analysis in near-infrared and mass spectrometry - detecting false samples by constructing multidimensional form in space using reflectance values of samples in training set at number of wavelengths**

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 5124932	A	19920623	US 88166233	A	19880310	199228	B
			US 89358813	A	19890530		
			US 91734047	A	19910722		

9/TI,PY,AZ/37 (Item 37 from file: 350)

DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

008993376

Multiple-tubed Magnus device for simultaneous analysis - includes magnus tubes for immersion of samples in nutrient soln., reagent bottles and supply **tubes moving on** track **over tubes and bottles**

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
JP 4065673	A	19920302	JP 90177371	A	19900706	199215	B
JP 2854682	B2	19990203	JP 90177371	A	19900706	199910	

9/TI,PY,AZ/38 (Item 38 from file: 350)

DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

008929766

Specimen container univocal and permanent connection for medical use - has patient identification data linked with container at moment of use to

minimise occurrence of erroneous association

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 9201268	A	19920123				199207	B
ZA 9105408	A	19920429	ZA 915408	A	19910711	199223	
AU 9180057	A	19920204	AU 9180057	A	19910621	199237	
			WO 91EP1167	A	19910621		
HU 60400	T	19920828	WO 91EP1167	A	19910621	199237	
			HU 92736	A	19910621		
CN 1058112	A	19920122	CN 91104600	A	19910710	199239	
BR 9105815	A	19920922	BR 915815	A	19910621	199243	
			WO 91EP1167	A	19910621		
CS 9102137	A2	19920219	CS 912137	A	19910710	199243	
FI 9201031	A	19920310	WO 91EP1167	A	19910621	199243	
			FI 921031	A	19920310		
JP 5501220	W	19930311	JP 91510922	A	19910621	199315	
			WO 91EP1167	A	19910621		
NZ 238694	A	19930727	NZ 238694	A	19910625	199333	
PT 98281	A	19930831	PT 98281	A	19910710	199338	
AU 642749	B	19931028	AU 9180057	A	19910621	199350	
EP 491900	B1	19940309	EP 91911828	A	19910621	199410	
			WO 91EP1167	A	19910621		
DE 69101370	E	19940414	DE 601370	A	19910621	199416	
			EP 91911828	A	19910621		
			WO 91EP1167	A	19910621		
ES 2051124	T3	19940601	EP 91911828	A	19910621	199425	
IT 1246349	B	19941117	IT 9020907	A	19900711	199516	
RO 108745	B1	19940729	WO 91EP1167	A	19910621	199525	
			RO 200275	A	19910621		
US 5508499	A	19960416	WO 91EP1167	A	19910621	199621	
			US 92962577	A	19921230		
HU 215628	B	19990128	WO 91EP1167	A	19910621	199912	
			HU 92736	A	19910621		
EP 491900	A1	19920701	EP 91911828	A	19910621	199927	
			WO 91EP1167	A	19910621		
NO 9200929	A	19920508	WO 91EP1167	A	19910621	199931	
			NO 920929	A	19920310		
KR 248364	B1	20000315	WO 91EP1167	A	19910621	200122	
			KR 92700545	A	19920311		

9/TI,PY,AZ/39 (Item 39 from file: 350)

008448765

Electrochemical detector for analysis or solid samples - consists of conductive and abrasive material mixed with binder

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
DD 279739	A	19900613	DD 325227	A	19890126	199045	B

9/TI,PY,AZ/40 (Item 40 from file: 350)

007296605

Assaying cpds. contg. a primary amino gp. - using 1-cyano-2-substd.-benz(f)-or naphth(f)-isoindole fluorescers to form chemiluminescent analyte(s)

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
EP 242245	A	19871021	EP 87400527	A	19870310	198742	B
AU 8769756	A	19870917				198744	
NO 8700898	A	19871005				198745	
DK 8701199	A	19870911				198801	
JP 63018254	A	19880126	JP 8752225	A	19870309	198809	

US 4758520	A	19880719	US 86837671	A	19860310	198831
CA 1290670	C	19911015				199150

9/TI,PY,AZ/41 (Item 41 from file: 350)

003776743

Automatic sequential chemical analysis appts. with several stations - for medical use with carrier liquid purging

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
GB 2116711	A	19830928	GB 827813	A	19820317	198339	B
EP 90550	A	19831005	EP 83301465	A	19830316	198341	
GB 2116711	B	19850731				198531	
EP 90550	B	19870225				198708	
DE 3369889	G	19870402				198714	
US 4692308	A	19870908	US 86827151	A	19860207	198738	

9/TI,PY,AZ/42 (Item 42 from file: 350)

001724685

Medical sample test tube with identification labels - has metallic foils along tracks in holes scanning conductivity forming code

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
BE 852550	A	19770718				197730	B
DE 2636634	A	19780216				197808	
NL 7701140	A	19780215				197809	
DK 7701536	A	19780328				197816	
FR 2361702	A	19780414				197819	

9/3,K/13 (Item 13 from file: 350)
DIALOG(R)File 350:Derwent WPIX

014677972 **Image available**
WPI Acc No: 2002-499029/200253
XRAM Acc No: C02-141338
XRPX Acc No: N02-395040
Controlled articles distribution tracking **method for sample** distribution **and** inventory **control, involves confirming authority of sales representative to distribute samples and practitioners to receive samples**
Patent Assignee: CHESTER M (CHES-I); DEPALMA M J (DEPA-I); MCQUADE R (MCQU-I)
Inventor: CHESTER M; DEPALMA M J; MCQUADE R
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020042762	A1	20020411	US 2000230764	A	20000907	200253 B
			US 2001942803	A	20010830	

Priority Applications (No Type Date): US 2000230764 P 20000907; US 2001942803 A 20010830
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20020042762	A1		13	G06F-017/60	Provisional application US 2000230764

Controlled articles distribution tracking **method for sample** distribution **and** inventory **control, involves confirming authority of sales representative to distribute samples and practitioners to receive samples**

Abstract (Basic):
... Method for **tracking** the **distribution** of **controlled** articles form central **inventory** by means of electronic communication and data collection involves a distribution request comprising identifiers of sales representative and licensed dispensing practitioners and a statement of the **prescription drug samples** distributed from associated local inventory.
... Method for **tracking** the **distribution** of **controlled** articles form central **inventory** by means of electronic communication and data collection involves a distribution request comprising identifiers of sales representative and licensed dispensing practitioners and a statement of the **prescription drug samples** distributed from associated local inventory, which is received by the server from the representative. The...
...For real time and automatic **tracking** of **distribution** of **prescription drug samples**, and other **controlled** articles for sample **distribution** and **inventory** control...

9/3,K/28 (Item 28 from file: 350)
DIALOG(R)File 350:Derwent WPIX

013192309 **Image available**
WPI Acc No: 2000-364182/200031
Related WPI Acc No: 1998-609833
XRPX Acc No: N00-272520
Pharmaceutical sample distribution management **system in** pharmaceutical **industry, controls** dispensing **of** sample **identified by media slips, by managing movement of slips between prescribers, patients and pharmacies**
Patent Assignee: CUNNINGHAM D W (CUNN-I)
Inventor: CUNNINGHAM D W
Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 6055507	A	20000425	US 95556466	A	19951113	200031 B
			US 98137095	A	19980820	

Priority Applications (No Type Date): US 95556466 A 19951113; US 98137095 A 19980820

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 6055507	A		22	G06F-159/00	Div ex application US 95556466 Div ex patent US 5832449

Pharmaceutical sample distribution management **system in** pharmaceutical **industry, controls** dispensing **of** sample **identified by media slips, by managing movement of slips between prescribers, patients and pharmacies**

Abstract (Basic):

... A **pharmaceutical sample** media (18) with individual media slip has encoded information identifying the sample. Remote prescriber and...

... For **dispensing , tracking** and **managing pharmaceutical** product **samples** by communicatively linking prescribers and pharmacies to central computing station in pharmaceutical industry...

...Eliminates need for **pharmaceutical** manufacturers to specially package **drug samples** differently from normally packaged **drugs** , thus cost associated with manufacturing, storing and distributing **drug samples** is reduced. The system provides computerized recordation of selected transaction surrounding the **prescription** and distribution of **pharmaceutical samples** , using simple technique...

...The figure shows schematic illustration of pharmaceutical trial products **distribution management** system...

... **Pharmaceutical sample** media (18

9/3,K/31 (Item 31 from file: 350)

DIALOG(R)File 350:Derwent WPIX

012438409 **Image available**

WPI Acc No: 1999-244517/199920

XRPX Acc No: N99-181968

Dispensing system of products in clinic

Patent Assignee: MICROPHARMACY CORP (MICR-N); ANDERSON M R (ANDE-I); KULEZA J E (KULE-I)

Inventor: ANDERSON M R; KULEZA J E

Number of Countries: 084 Number of Patents: 004

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 9915990	A1	19990401	WO 98US19808	A	19980923	199920 B
AU 9895008	A	19990412	AU 9895008	A	19980923	199934
EP 1018083	A1	20000712	EP 98948434	A	19980923	200036
			WO 98US19808	A	19980923	
AU 735949	B	20010719	AU 9895008	A	19980923	200148

Priority Applications (No Type Date): US 9759854 P 19970924

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 9915990	A1	E	71	G06F-017/16	

Designated States (National): AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG US UZ VN YU ZW

Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SZ UG ZW

AU 9895008 A Based on patent WO 9915990

EP 1018083 A1 E G06F-017/16 Based on patent WO 9915990

Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LI LU MC NL PT SE

AU 735949 B G06F-017/16 Previous Publ. patent AU 9895008

Based on patent WO 9915990

Abstract (Basic):

... with home-health care providers, laboratories and the Internet. Pharmaceutical dispensing can be classified into **prescriptions** , dispensing, **sample** providing and HMO/insurance company **dispensing** . The clinic computer **monitors** the numbers of products and is linked to the product supplier, to automatically order a...

10/TI,PY/1 (Item 1 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

Controlled articles distribution tracking method for sample distribution and inventory control, involves confirming authority of sales representative to distribute samples and practitioners to receive samples

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020042762	A1	20020411	US 2000230764	A	20000907	200253 B
			US 2001942803	A	20010830	

EKD November 5, 2003

11/TI,PY,AZ/1 (Item 1 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

015321231
Mobile computer network implemented method of managing **an inventory, e.g. of pharmaceuticals carried by representatives to** doctors **, by maintaining a main central inventory and sub-inventories on the mobile computers**
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200336424	A2	20030501	WO 2002US33952	A	20021023	200336	B
US 20030088442	A1	20030508	US 2001343641	P	20011023	200345	
			US 2002278500	A	20021023		

11/TI,PY,AZ/2 (Item 2 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

015086710
Medical sample information inclusion method in health care institution, involves associating machine-readable attributes of specific sample of particular product with particular patient's health record
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 20020013787	A1	20020131	US 2000195889	P	20000407	200314	B
			US 2001827812	A	20010406		
CA 2343463	A1	20011007	CA 2343463	A	20010406	200314	

11/TI,PY,AZ/3 (Item 3 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

014677972
Controlled **articles distribution** tracking **method for sample distribution and inventory control, involves confirming authority of** sales representative **to distribute samples and practitioners to receive samples**
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 20020042762	A1	20020411	US 2000230764	A	20000907	200253	B
			US 2001942803	A	20010830		

11/TI,PY,AZ/4 (Item 4 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

014613306
Medical product dispensing system for integrating data management **with the** controlled **dispensing of** medical **products has** dispensers **, and subsystems for admission,** prescription **,** sample management **, marketing, and point of sale, respectively**
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 20020032582	A1	20020314	US 2000232643	A	20000914	200246	B
			US 2001930599	A	20010815		
WO 200223459	A2	20020321	WO 2001US25585	A	20010815	200246	
AU 200184949	A	20020326	AU 200184949	A	20010815	200251	

11/TI,PY,AZ/5 (Item 5 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

014436770
Internet-facilitated method for the development and prescribing of medicines **, involves genotyping** sample **obtained from patient and developing** medicine **response profile tests from genotype profiles**

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200212434	A2	20020214	WO 2001GB3624	A	20010809	200230	B
AU 200178599	A	20020218	AU 200178599	A	20010809	200244	

11/TI,PY,AZ/6 (Item 6 from file: 350)

DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

014405985

Computer based method for prescription creation and management **, uses client and server systems and bar code scanning technology to provide a wireless** management **system**

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200186574	A2	20011115	WO 2001US13981	A	20010501	200228	B
AU 200159299	A	20011120	AU 200159299	A	20010501	200228	

11/TI,PY,AZ/7 (Item 7 from file: 350)

DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

013896729

Medical product remote dispensing system for hospitals, has authorization node and dispensing node interfaced with pharmacy controller **via Internet**

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200121131	A2	20010329	WO 2000US26170	A	20000922	200140	B
AU 200076099	A	20010424	AU 200076099	A	20000922	200141	
US 20020173875	A1	20021121	US 99155446	P	19990922	200279	
			US 99454359	A	19991203		
			WO 2000US26170	A	20000922		
			US 2002105059	A	20020322		
EP 1261308	A2	20021204	EP 2000965373	A	20000922	200280	
			WO 2000US26170	A	20000922		
US 6564121	B1	20030513	US 99155446	P	19990922	200335	
			US 99454359	A	19991203		
US 20030125837	A1	20030703	US 99155446	P	19990922	200345	
			US 99454359	A	19991203		
			US 2002315293	A	20021209		
JP 2003528652	W	20030930	WO 2000US26170	A	20000922	200365	
			JP 2001524558	A	20000922		

11/TI,PY,AZ/8 (Item 8 from file: 350)

DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

013781008

Pathogen-culturing device comprises discontinuity, not in contact with atmosphere, within sterile container, and injection port for blood sample into discontinuity

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 6204056	B1	20010320	US 97826429	A	19970320	200127	B
			US 9845291	A	19980320		
			US 99390859	A	19990903		

11/TI,PY,AZ/9 (Item 9 from file: 350)

DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

013358907

Method of detection of sensibilization to medicinal allergens

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week

RU 2143696	C1	19991227	RU 95111009	A	19950627	200048	B

11/TI,PY,AZ/10 (Item 10 from file: 350)

013023411

Mutant forms of genes encoding minK protein and KVLQT1 protein involved in cardiac potassium channel formation useful for screening drugs, for preventing and treating cardiac arrhythmia

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200006600	A1	20000210	WO 98US17838	A	19981006	200017	B
EP 1100825	A1	20010523	EP 98943446	A	19981006	200130	
			WO 98US17838	A	19981006		
US 6274332	B1	20010814	US 9519014	P	19951222	200148	
			US 96739383	A	19961029		
			US 97921068	A	19970829		
			US 9894477	P	19980729		
			US 98135020	A	19980817		
US 6323026	B1	20011127	US 9519014	P	19951222	200175	
			US 96739383	A	19961029		
			US 97921068	A	19970829		
			US 9894477	P	19980729		
			US 98135020	A	19980817		
			US 99444871	A	19991122		
KR 2001085315	A	20010907	KR 2001701229	A	20010129	200218	
US 20030054380	A1	20030320	US 9519014	P	19951222	200323	
			US 96739383	A	19961029		
			US 97921068	A	19970829		
			US 9894477	P	19980729		
			US 98135020	A	19980817		
			US 99444295	A	19991122		
			US 2002138316	A	20020506		

11/TI,PY,AZ/11 (Item 11 from file: 350)

012438409

Dispensing system of products in clinic

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 9915990	A1	19990401	WO 98US19808	A	19980923	199920	B
AU 9895008	A	19990412	AU 9895008	A	19980923	199934	
EP 1018083	A1	20000712	EP 98948434	A	19980923	200036	
			WO 98US19808	A	19980923		
AU 735949	B	20010719	AU 9895008	A	19980923	200148	

11/TI,PY,AZ/12 (Item 12 from file: 350)

011982776

Drug monitoring **and prescribing apparatus, for e.g. identifying drugs - comprises patient medical chart label and** doctor prescription **form releasably mountable onto** drug sample **packaging**

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
CA 2216094	A	19980324	CA 2216094	A	19970922	199835	B

11/TI,PY,AZ/13 (Item 13 from file: 350)

011302146

System for tracking **demographics of starter** drug samples **- uses voucher with marketing portion and detachable prescription portion separated at chemists and data stored electronically to be transmitted to remote processor**

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 5628530	A	19970513	US 95571122	A	19951212	199725	B

11/TI,PY,AZ/14 (Item 14 from file: 350)

010284614

Monitoring **compliance of patient on medication maintenance programme - by measuring urine concn. of drug such as methadone**

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 9512812	A1	19950511	WO 94US12119	A	19941019	199524	B
AU 9480873	A	19950523	AU 9480873	A	19941019	199535	
US 5547878	A	19960820	US 93195821	A	19931102	199639	
			US 94248102	A	19940524		
EP 748444	A1	19961218	EP 94931983	A	19941019	199704	
			WO 94US12119	A	19941019		
US 5652146	A	19970729	US 93145821	A	19931102	199736	
			US 94248102	A	19940524		
			US 96675863	A	19960705		
JP 9508967	W	19970909	WO 94US12119	A	19941019	199746	
			JP 95513254	A	19941019		
AU 698403	B	19981029	AU 9480873	A	19941019	199904	
US 5908788	A	19990601	US 93145821	A	19931102	199929	
			US 94248102	A	19940524		
			US 96697063	A	19960819		
US 6124136	A	20000926	US 93145821	A	19931102	200051	
EP 748444	B1	20030723	EP 94931983	A	19941019	200356	
			WO 94US12119	A	19941019		
DE 69432976	E	20030828	DE 632976	A	19941019	200364	
			EP 94931983	A	19941019		
			WO 94US12119	A	19941019		

11/3,K/2 (Item 2 from file: 350)
DIALOG(R)File 350:Derwent WPIX

015086710 **Image available**
WPI Acc No: 2003-147228/200314
XRPX Acc No: N03-116227
Medical sample information inclusion method in health care institution, involves associating machine-readable attributes of specific sample of particular product with particular patient's health record
Patent Assignee: DONATUCCI C F (DONA-I); HERBERT P F (HERB-I); HEY L A (HEYL-I); POLLARD D L (POLL-I)
Inventor: DONATUCCI C F; HEBERT P F; HEY L A; POLLARD D L; HERBERT P F
Number of Countries: 002 Number of Patents: 002
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 20020013787	A1	20020131	US 2000195889	P	20000407	200314	B
			US 2001827812	A	20010406		
CA 2343463	A1	20011007	CA 2343463	A	20010406	200314	

Priority Applications (No Type Date): US 2000195889 P 20000407; US 2001827812 A 20010406
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 20020013787	A1		7	G06F-017/60	Provisional application US 2000195889
CA 2343463	A1	E		G06F-017/60	

Abstract (Basic):
... An electronic session regarding interaction between **health** care **provider** and particular patient, is initiated. The machine-readable attributes of specific sample of a particular...
... For including medical sample information into medical information **manager** system for use in health institution...

...The information regarding the specific samples are easily acquired without disturbing busy **health** care **provider** , by acquiring data from physical medical **sample** and integrating to generate **prescription** and maintain accountability for inventory of samples...

11/3,K/11 (Item 11 from file: 350)
DIALOG(R)File 350:Derwent WPIX

012438409 **Image available**
WPI Acc No: 1999-244517/199920
XRPX Acc No: N99-181968
Dispensing system of products in clinic
Patent Assignee: MICROPHARMACY CORP (MICR-N); ANDERSON M R (ANDE-I); KULEZA J E (KULE-I)
Inventor: ANDERSON M R; KULEZA J E
Number of Countries: 084 Number of Patents: 004
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 9915990	A1	19990401	WO 98US19808	A	19980923	199920	B
AU 9895008	A	19990412	AU 9895008	A	19980923	199934	
EP 1018083	A1	20000712	EP 98948434	A	19980923	200036	
			WO 98US19808	A	19980923		
AU 735949	B	20010719	AU 9895008	A	19980923	200148	

Priority Applications (No Type Date): US 9759854 P 19970924
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 9915990	A1	E	71	G06F-017/16	

Designated States (National): AL AM AT AU AZ BA BB BG BR BY CA CH CN CU

CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK
LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ
TM TR TT UA UG US UZ VN YU ZW
Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR
IE IT KE LS LU MC MW NL OA PT SD SE SZ UG ZW
AU 9895008 A Based on patent WO 9915990
EP 1018083 A1 E G06F-017/16 Based on patent WO 9915990
Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LI
LU MC NL PT SE
AU 735949 B G06F-017/16 Previous Publ. patent AU 9895008
Based on patent WO 9915990

Abstract (Basic):
... the manufacturer or supplier of the products and communication may also be made with home- **health** care **providers** , laboratories and the Internet. Pharmaceutical dispensing can be classified into **prescriptions** , dispensing, **sample** providing and HMO/insurance company dispensing. The clinic computer **monitors** the numbers of products and is linked to the product supplier, to automatically order a...

11/3,K/12 (Item 12 from file: 350)
DIALOG(R)File 350:Derwent WPIX
(c) 2003 Thomson Derwent. All rts. reserv.

011982776 **Image available**
WPI Acc No: 1998-399686/199835
Related WPI Acc No: 1998-232445
XRAM Acc No: C98-121148
XRPX Acc No: N98-310985
Drug monitoring **and prescribing apparatus, for e.g. identifying drugs - comprises patient medical chart label and** doctor prescription **form releasably mountable onto** drug sample **packaging**
Patent Assignee: ARKINSTALL W W (ARKI-I)
Inventor: ARKINSTALL W W
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
CA 2216094	A	19980324	CA 2216094	A	19970922	199835	B

Priority Applications (No Type Date): US 9627371 P 19960924
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
CA 2216094	A		11	A61J-007/00	

Drug monitoring **and prescribing apparatus, for e.g. identifying drugs** ...

...**comprises patient medical chart label and** doctor prescription **form releasably mountable onto** drug sample **packaging**

...Abstract (Basic): Drug **monitoring** and prescribing apparatus comprises a label (12) for labelling a medical chart for a patient with particulars of the **drug sample** , and a **prescription** sheet (16) for a **doctor** prescribing the **drug sample** to prescribe a continuing course of **medication following** -on to the **drug sample** . Label (12) and **prescription** sheet (16) are releasably mountable in adjacent array onto packaging for the **drug sample** . Preferably the adjacent array is an adjacently stacked array of sheets with sheets releasably adhered...

...USE - The apparatus is used for **monitoring** and prescribing a **drug sample** and for identifying, prescribing, **tracking** and more safely administering **physician drug samples** .
...

...ADVANTAGE - The **drug sample** may be more safely prescribed, **monitored** and regulated
...Title Terms: **MONITOR** ;

11/3,K/13 (Item 13 from file: 350)
DIALOG(R)File 350:Derwent WPIX

011302146 **Image available**
WPI Acc No: 1997-280051/199725
XRPX Acc No: N97-232091
System for tracking demographics of starter drug samples - uses voucher with marketing portion and detachable prescription portion separated at chemists and data stored electronically to be transmitted to remote processor
Patent Assignee: INFO TEC LLC (INFO-N)
Inventor: THORNTON G B
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 5628530	A	19970513	US 95571122	A	19951212	199725	B

Priority Applications (No Type Date): US 95571122 A 19951212
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 5628530	A		9	B42D-015/00	

System for tracking demographics of starter drug samples -
...Abstract (Basic): The system involves the **doctor** prescribing a starter medical sample for a patient (18,20) at different locations (38,40). A multipart product specific **sample medicine** voucher, e.g. a smart card or a preprinted two part voucher is used. It...

...marketing and information portion (30,34) and a separable prescription portion (32,36). The prescribing **doctor** fills in the medicine quantity, dosage and patient demographic information...

...or by separation along a perforation. It is stored in the pharmacy computer and this **tracking** information is electronically transmitted to a central remote computer, e.g. at the drug manufacturer...

...USE/ADVANTAGE - For rapid **tracking** and analysis for starter **samples** of **medicines** , for **pharmaceutical** manufacturers market analysis, allows **doctor** to **trace** non-compliant patients...
...Title Terms: **TRACK** ;

12/TI,PY,AZ/1 (Item 1 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

014677972

Controlled **articles distribution** tracking **method for** sample **distribution and inventory control, involves confirming authority of** sales representative **to distribute samples and practitioners to receive samples**

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 20020042762	A1	20020411	US 2000230764	A	20000907	200253 B
			US 2001942803	A	20010830	

13/3,K/1 (Item 1 from file: 350)
DIALOG(R)File 350:Derwent WPIX

013788964 **Image available**
WPI Acc No: 2001-273175/200128
XRPX Acc No: N01-195143

Vending machine in electronic commerce field, provides set of coded control data for printing on stock, by comparing data unique to preset form obtained from specific printable stock with that stored in database

Patent Assignee: KARA TECHNOLOGY INC (KARA-N)
Inventor: KARA S G
Number of Countries: 093 Number of Patents: 003
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200073954	A2	20001207	WO 2000US14347	A	20000524	200128	B
AU 200051617	A	20001218	AU 200051617	A	20000524	200128	
US 6505179	B1	20030107	US 99324241	A	19990602	200306	
			US 99345617	A	19990630		

Priority Applications (No Type Date): US 99345617 A 19990630; US 99324241 A 19990602

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
WO 200073954	A2	E	35	G06F-017/60	

Designated States (National): AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
Designated States (Regional): AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TZ UG ZW

AU 200051617	A		G06F-017/60	Based on patent WO 200073954
US 6505179	B1		G06F-017/60	CIP of application US 99324241

Abstract (Basic):

... data is pre-established on the printable stock. INDEPENDENT CLAIMS are also included for the **following** : (...

...visas, driver's licenses, social security cards, insurance cards, travel vouchers, meal vouchers, food stamps, **prescriptions** from **doctors** , stock, bonds...

...two or a sheet of stamps could be printed when needed. Prevents the need for **seller** of stamps to maintain all possible denominations or variations of documents...

...The figure shows the **sample** preprinted blank form

14/TI,PY,AZ/1 (Item 1 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

015237749
Assessing disease state by analyzing sera of organism which to identify a biopolymer that is referenced against a biopolymer library adapted to characterize identified biopolymer as marker of particular disease state
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 20020160421	A1	20021031	US 2001846341	A	20010430	200329	B
WO 200288709	A2	20021107	WO 2002CA621	A	20020429	200329	

14/TI,PY,AZ/2 (Item 2 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

015194657
A novel biopolymer marker useful in indicating at least one particular disease state particularly congestive heart failure
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 20020160419	A1	20021031	US 2001845739	A	20010430	200325	B
WO 200288725	A2	20021107	WO 2002CA614	A	20020426	200325	

14/TI,PY,AZ/3 (Item 3 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

014815897
Managing a user's genomic data e.g. by providing and offering access to genomic-based services, brokering financial transactions related to management of genomic data and allowing users to earn money for use of their genomic data
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200263415	A2	20020815	WO 2001US47017	A	20011204	200268	B

14/TI,PY,AZ/4 (Item 4 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

014205467
Detecting integrated retroviruses in human sample **, comprises amplifying DNA in** sample **using primers specific for Alu and retroviral sequences and detecting hybridization of probe recognizing amplified retroviral sequence**
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200181541	A2	20011101	WO 2001US12711	A	20010419	200203	B
US 20010046667	A1	20011129	US 2000198884	P	20000419	200203	
			US 2001837149	A	20010418		
AU 200157109	A	20011107	AU 200157109	A	20010419	200219	
US 6448014	B2	20020910	US 2000198884	P	20000419	200263	
			US 2001837149	A	20010418		
KR 2003009444	A	20030129	KR 2002714035	A	20021018	200336	

14/TI,PY,AZ/5 (Item 5 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

013907554
Separator assembly for separating heavier and lighter fractions of fluid sample **, e.g. blood** sample **, has tube, closure, and separator, in which separator has deformable bellows, ballast, and float**
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week

EP 1106253	A2	20010613	EP 2000126243	A	20001201	200142	B
JP 2001224982	A	20010821	JP 2000371796	A	20001206	200155	
US 20020094305	A1	20020718	US 99169092	A	19991206	200254	
			US 2000727282	A	20001130		

14/TI,PY,AZ/6 (Item 6 from file: 350)

012944522

Novel immunoassay of multiple analytes used in the diagnosis and monitoring of e.g. diabetes

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 9963346	A1	19991209	WO 99US11850	A	19990528	200010	B
AU 9942157	A	19991220	AU 9942157	A	19990528	200021	
EP 1084409	A1	20010321	EP 99925979	A	19990528	200117	
			WO 99US11850	A	19990528		

14/TI,PY,AZ/7 (Item 7 from file: 350)

012925474

Osmium tris- bipyridyl and phenanthroline conjugates

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 9962919	A1	19991209	WO 99US11891	A	19990528	200008	B
AU 9942178	A	19991220	AU 9942178	A	19990528	200021	
EP 1084133	A1	20010321	EP 99926004	A	19990528	200117	
			WO 99US11891	A	19990528		
EP 1084133	B1	20020828	EP 99926004	A	19990528	200264	
			WO 99US11891	A	19990528		
DE 69902662	E	20021002	DE 602662	A	19990528	200273	
			EP 99926004	A	19990528		
			WO 99US11891	A	19990528		
ES 2182530	T3	20030301	EP 99926004	A	19990528	200322	

14/TI,PY,AZ/8 (Item 8 from file: 350)

012915114

Osmium imidazole bipyridyl and phenanthroline conjugates

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 9962918	A1	19991209	WO 99US11855	A	19990528	200007	B
AU 9942159	A	19991220	AU 9942159	A	19990528	200021	
EP 1084132	A1	20010321	EP 99925981	A	19990528	200117	
			WO 99US11855	A	19990528		
EP 1084132	B1	20020724	EP 99925981	A	19990528	200256	
			WO 99US11855	A	19990528		
DE 69902265	E	20020829	DE 602265	A	19990528	200264	
			EP 99925981	A	19990528		
			WO 99US11855	A	19990528		
ES 2179660	T3	20030116	EP 99925981	A	19990528	200316	

16/TI,PY,AZ/1 (Item 1 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

015406888
Administering the dispensing of a pharmaceutical by receiving a dispensing request with an accompanying redeemed coupon from a portable medium and if approved, dispensing a pharmaceutical sample
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200346792	A2	20030605	WO 2002CA1825	A	20021127	200344	B
CA 2363874	A1	20030527	CA 2363874	A	20011127	200347	

16/TI,PY,AZ/2 (Item 2 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

015321231
Mobile computer network implemented method of managing an inventory, e.g. of pharmaceuticals carried by representatives to doctors, by maintaining a main central inventory and sub-inventories on the mobile computers
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200336424	A2	20030501	WO 2002US33952	A	20021023	200336	B
US 20030088442	A1	20030508	US 2001343641	P	20011023	200345	
			US 2002278500	A	20021023		

16/TI,PY,AZ/3 (Item 3 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

015267445
Pharmaceutical drug sample tracking **and control method for hospitals, involves storing patient information, adverse reaction information experienced by patient and patient recovery state, when patient is treated with** drug sample
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 20020161607	A1	20021031	US 2001790385	A	20010223	200331	B

16/TI,PY,AZ/4 (Item 4 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

014697507
Distribution of pharmaceutical drug samples, involves distribution by a prescriber of drug sample token to permit the patient to obtain the sample from the drug dispenser
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 20020055856	A1	20020509	US 2000242294	A	20001020	200255	B
			US 2001991381	A	20011022		

16/TI,PY,AZ/5 (Item 5 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

014677972
Controlled articles distribution tracking method for sample distribution and inventory control, involves confirming authority of sales representative to distribute samples and practitioners to receive samples
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 20020042762	A1	20020411	US 2000230764	A	20000907	200253	B
			US 2001942803	A	20010830		

16/TI,PY,AZ/6 (Item 6 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

014659884
Pharmaceutical drug sample distribution method for patient care, involves adjudicating pharmacy benefit claim, for using token for pharmaceutical drug sample, for distributing token to patient
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
CA 2359502	A1	20020420	CA 2359502	A	20011022	200252	B

16/TI,PY,AZ/7 (Item 7 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

014613306
Medical product dispensing system for integrating data management **with the** controlled **dispensing of medical products has dispensers, and subsystems for admission,** prescription , sample management , **marketing, and point of sale, respectively**
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
US 20020032582	A1	20020314	US 2000232643	A	20000914	200246	B
			US 2001930599	A	20010815		
WO 200223459	A2	20020321	WO 2001US25585	A	20010815	200246	
AU 200184949	A	20020326	AU 200184949	A	20010815	200251	

16/TI,PY,AZ/8 (Item 8 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

014521402
Apparatus for microinjection of samples into amphibian oocytes, comprises tray for holding oocytes, needle for injecting sample into oocytes, driving units for moving position of tray to needle and controlling unit
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
EP 1182250	A2	20020227	EP 2000120573	A	20000920	200238	B
JP 2002065240	A	20020305	JP 2000256381	A	20000825	200238	
JP 2002065241	A	20020305	JP 2000256381	A	20000825	200238	
			JP 2000266152	A	20000825		
US 20030028908	A1	20030206	US 2000666411	A	20000920	200313	
			US 2002265404	A	20021007		
US 6593129	B1	20030715	US 2000666530	A	20000920	200348	
JP 3442357	B2	20030902	JP 2000256381	A	20000825	200358	

16/TI,PY,AZ/9 (Item 9 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

014310218
A method for predicting flow properties of powders.
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200201162	A1	20020103	WO 2001GB2948	A	20010629	200217	B
AU 200167716	A	20020108	AU 200167716	A	20010629	200235	
EP 1295091	A1	20030326	EP 2001945501	A	20010629	200323	
			WO 2001GB2948	A	20010629		
US 20030176981	A1	20030918	WO 2001GB2948	A	20010629	200362	
			US 2002311563	A	20021216		

16/TI,PY,AZ/10 (Item 10 from file: 350)
DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

014306664

Information management **system for** pharmaceutical **and cosmetic product** samples **, stores various information like usage details about product samples introduced by different manufacturers for accessing through internet**

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
JP 2001331710	A	20011130	JP 2000188445	A	20000519	200217	B

16/TI,PY,AZ/11 (Item 11 from file: 350)

DIALOG(R)File 350:(c) 2003 Thomson Derwent. All rts. reserv.

013896748

Computer implemented operator querying method for medical information system, involves providing at least one query regarding therapeutic event to workstation

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
WO 200122330	A1	20010329	WO 2000US26057	A	20000922	200140	B
AU 200076062	A	20010424	AU 200076062	A	20000922	200141	

16/3,K/10 (Item 10 from file: 350)
DIALOG(R)File 350:Derwent WPIX

014306664 **Image available**
WPI Acc No: 2002-127367/200217
XRPX Acc No: N02-095803
Information management system for pharmaceutical and cosmetic product samples , stores various information like usage details about product samples introduced by different manufacturers for accessing through internet
Patent Assignee: NODA T (NODA-I)
Number of Countries: 001 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week	
JP 2001331710	A	20011130	JP 2000188445	A	20000519	200217	B

Priority Applications (No Type Date): JP 2000188445 A 20000519
Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
JP 2001331710	A		5	G06F-017/60	

Information management system for pharmaceutical and cosmetic product samples , stores various information like usage details about product samples introduced by different manufacturers for accessing...
International Patent Class (Main): **G06F-017/60**
Manual Codes (EPI/S-X): **T01-J05A2** ...

```
File 348:EUROPEAN PATENT 1978-2003/Oct W04
        (c) 2003 European Patent Office
File 349:PCT FULLTEXT 1979-2002/UB=20031030,UT=20031023
        (c) 2003 WIPO/Univentio
File  15:ABI/Inform(R) 1971-2003/Nov 05
        (c) 2003 ProQuest Info&Learning
File   9:Business & Industry(R) Jul/1994-2003/Nov 04
        (c) 2003 Resp. DB Svcs.
File 610:Business Wire 1999-2003/Nov 05
        (c) 2003 Business Wire.
File 810:Business Wire 1986-1999/Feb 28
        (c) 1999 Business Wire
File 275:Gale Group Computer DB(TM) 1983-2003/Nov 04
        (c) 2003 The Gale Group
File 476:Financial Times Fulltext 1982-2003/Nov 05
        (c) 2003 Financial Times Ltd
File 624:McGraw-Hill Publications 1985-2003/Nov 04
        (c) 2003 McGraw-Hill Co. Inc
File 636:Gale Group Newsletter DB(TM) 1987-2003/Nov 04
        (c) 2003 The Gale Group
File 621:Gale Group New Prod.Annou.(R) 1985-2003/Nov 05
        (c) 2003 The Gale Group
File 613:PR Newswire 1999-2003/Nov 05
        (c) 2003 PR Newswire Association Inc
File 813:PR Newswire 1987-1999/Apr 30
        (c) 1999 PR Newswire Association Inc
File  16:Gale Group PROMT(R) 1990-2003/Nov 04
        (c) 2003 The Gale Group
File 160:Gale Group PROMT(R) 1972-1989
        (c) 1999 The Gale Group
File 634:San Jose Mercury  Jun 1985-2003/Nov 04
        (c) 2003 San Jose Mercury News
File 148:Gale Group Trade & Industry DB 1976-2003/Nov 05
        (c)2003 The Gale Group
File  20:Dialog Global Reporter 1997-2003/Nov 05
        (c) 2003 The Dialog Corp.
File 149:TGG Health&Wellness DB(SM) 1976-2003/Oct W2
        (c) 2003 The Gale Group
File 444:New England Journal of Med. 1985-2003/Nov W2
        (c) 2003 Mass. Med. Soc.
File 455:Drug News & Perspectives 1992-2003/Oct
        (c) 2003 Prous Science
File 129:PHIND(Archival) 1980-2003/Oct W4
        (c) 2003 PJB Publications, Ltd.
File 130:PHIND(Daily & Current) 2003/Nov 05
        (c) 2003 PJB Publications,Ltd.

Set     Items   Description
S1       8653   (DRUG? ? OR PRESCRIPTION? OR MEDICATION? ? OR PHARMACEUTIC-
            AL? ?)(2N)(SAMPLE OR SAMPLES OR TRIAL()SIZE? ? OR STARTER()(D-
            OSE? ? OR DOSAGE? ?))
S2     1117112   (TRACK? OR MONITOR? OR TRACE? OR TRACING OR MANAG? OR CONT-
            ROLL? OR COORDINAT?)(3N)(DISTRIBUTION OR DELIVER? OR TRANSFER?
             OR CIRCULAT? OR DISPENS? OR DISSEMINAT? OR INVENTORY OR INVE-
            NTORIES OR SUPPLY OR SUPPLIES)
S3        727   S1 AND S2
S4       7828   (SALESM?N OR SALESWOM?N OR SALESPERSON? ? OR SALEPEOPLE OR
            (SALES OR MANUFACTURER?)(2W)(REP OR REPRESENTATIVE? ? OR AGEN-
            T? ?))(S)((HEALTHCARE OR MEDICAL OR OSTEOPATHIC)(2W)(PROVIDER?
             OR PRACTITIONER?) OR DOCTOR? ? OR PHYSICIAN?)
S5         67   S3 AND S4
S6          5   S5 FROM 348,349
S7         62   S5 NOT S6
S8         13   S7 NOT PD>20000907
S9          9   RD (unique items)
S10        65   (S1(5N)(TRACK? OR MONITOR? OR TRACE? OR TRACING OR MANAG? -
```

		OR CONTROLL[redacted]OR COORDINAT?)) AND S4
S11	47	S10 NOT S5
S12	8	S11 NOT PD>20000907
S13	6	RD (unique items)
S14	3	S1 AND S4 AND IC=G06F-017/60

EKD November 5, 2003

6/TI,PY,AZ/1 (Item 1 from file: 348)
DIALOG(R)File 348:(c) 2003 European Patent Office. All rts. reserv.

01145613
Method and system for dispensing , tracking and managing pharmaceutical trial products
Verfahren und Vorrichtung zur Verteilung, Verfolgung und Verwaltung von pharmazeutischen Versuchs-Produkten
Methode et systeme de distribution, de suivi et de gestion de produits pharmaceutiques a l'essai
PATENT (CC, No, Kind, Date): EP 999506 A1 000510 (Basic)

6/TI,PY,AZ/2 (Item 1 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

01012858
PRODUCT MANAGEMENT SYSTEM
SYSTEME DE GESTION DE PRODUIT
Publication Year: 2003

6/TI,PY,AZ/3 (Item 2 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

00889293
SYSTEM FOR MEDICATION DISPENSING **AND INTEGRATED DATA** MANAGEMENT
SYSTEME DE DELIVRANCE DE MEDICAMENTS ET DE GESTION DE DONNEES INTEGREE
Publication Year: 2002

6/TI,PY,AZ/4 (Item 3 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

00853837
WIRELESS ELECTRONIC PRESCRIPTION SCANNING AND MANAGEMENT SYSTEM
SYSTEME DE GESTION ET DE LECTURE D'ORDONNANCES ELECTRONIQUE SANS FIL
Publication Year: 2001

6/TI,PY,AZ/5 (Item 4 from file: 349)
DIALOG(R)File 349:(c) 2003 WIPO/Univentio. All rts. reserv.

00484638
SYSTEM AND METHOD FOR DISPENSING PRODUCTS IN A CLINIC
SYSTEME ET PROCEDE DE DISTRIBUTION DE PRODUITS DANS UNE CLINIQUE DE SOINS
Publication Year: 1999

6/3,K/1 (Item 1 from file: 348)
DIALOG(R)File 348:EUROPEAN PATENTS
(c) 2003 European Patent Office. All rts. reserv.

01145613
Method and system for dispensing , tracking and managing pharmaceutical trial products
Verfahren und Vorrichtung zur Verteilung, Verfolgung und Verwaltung von pharmazeutischen Versuchs-Produkten
Methode et systeme de distribution, de suivi et de gestion de produits pharmaceutiques a l'essai
PATENT ASSIGNEE:
Cunningham, David W., (2609390), 11929 Eagle Bluff Circle, Raleigh, North Carolina 27613, (US), (Applicant designated States: all)
INVENTOR:
Cunningham, David W., 11929 Eagle Bluff Circle, Raleigh, North Carolina 27613, (US)
LEGAL REPRESENTATIVE:
Pidgeon, Robert John et al (55571), Appleyard Lees 15 Clare Road, Halifax West Yorkshire HX1 2HY, (GB)
PATENT (CC, No, Kind, Date): EP 999506 A1 000510 (Basic)
APPLICATION (CC, No, Date): EP 98308965 981103;
DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI; LU; MC; NL; PT; SE
EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI
INTERNATIONAL PATENT CLASS: G06F-017/60; G06F-019/00
ABSTRACT WORD COUNT: 162
NOTE:
Figure number on first page: 1

LANGUAGE (Publication,Procedural,Application): English; English; English
FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	200019	1098
SPEC A	(English)	200019	5774
Total word count - document A			6872
Total word count - document B			0
Total word count - documents A + B			6872

Method and system for dispensing , tracking and managing pharmaceutical trial products

...ABSTRACT A1
A new and improved method of **dispensing** , **tracking** and **managing** **pharmaceutical** product **samples** by communicatively linking prescribers and pharmacies to a central computing station. The present invention entails...

SPECIFICATION FIELD OF THE INVENTION
The present invention relates generally to the distribution of **pharmaceutical** product **samples** and more particularly to an improved method of **dispensing** , **tracking** , and **managing** **pharmaceutical** product **samples** by communicatively linking prescribers and pharmacies to a central computing station.

BACKGROUND OF THE INVENTION...

...industry, the primary method for product promotion of ethical products is the use of outside **sales representatives** . Company **sales representatives** target specific **physicians** and detail the features and benefits of particular pharmaceutical products. Pharmaceutical manufacturers have documented that the most effective method of product promotion involves providing **pharmaceutical** product **samples** to prescribers of the products who then pass along the product samples to patients. **Physicians** therefore receive numerous quantities of **pharmaceutical** product **samples** for purposes of conducting patient

trials. These trials enable **physicians** to determine the effectiveness of certain drugs in certain patients for certain diseases, as well...

...drug administration directions.

A responsibility of the Food & Drug Administration (FDA) is the regulation of **pharmaceutical** product **samples** . The PDMA (**Pharmaceutical** Drug Manufacturing Act) Act of 1987 requires pharmaceutical manufacturers to track and account for product samples distributed by **sales representatives** to prescribing **physicians** . Pharmaceutical manufacturers are required to account for all, sample product inventories, as well as the time, location, and specific **physicians** who receive promotional **samples** . **Pharmaceutical sales representatives** are required to record receipts of product samples, adjustments to sample inventories, and distribution of...

...dictate inventory storage methods and locations both within pharmaceutical companies themselves and for outside pharmaceutical **sales representatives** .

However, it is often the case that accountability for **pharmaceutical** product **samples** ends when the samples reach the physicians. Most physicians do little to account for their inventories of product samples. Rather, physicians tend to distribute **pharmaceutical** product **samples** to patients much more informally than retail pharmacies, keeping few if any records and often...

...established promotional practices.

Although product samples are an extremely effective promotional tool, the manufacturing of **drug** product **samples** in addition to normally packaged drug products has proven to be increasingly costly. **Pharmaceutical** product **samples** are typically elaborately and expensively packaged and are extremely bulky compared to normally packaged drug products. Pharmaceutical manufacturers must utilize separate product sample packaging lines to specially package **drug** product **samples** . Distribution of product samples requires delivery via separate carriers and distribution routes. In addition, **drug** product **samples** are typically warehoused separately from normally packaged drug products.

Because the current climate in the...

...consumers, pharmaceutical manufacturers have taken several new approaches to reducing costs associated with promoting product **samples** . Nevertheless, **pharmaceutical** manufacturers are attempting to maintain the marketing advantages of using sales representatives to distribute product...

...have attempted is the distribution of sample vouchers to prescribing physicians, retail pharmacies, and pharmaceutical **sales representatives** . With this approach, instead of giving **drug** product **samples** directly to patients, **physicians** give the patients vouchers for the **drug** product **samples** . The vouchers may then be redeemed at retail pharmacies for the actual drugs. Alternately, the...

...have attempted is the distribution of product samples via mail order. With this approach, pharmaceutical **sales representatives** provide prescribing **physicians** with request authorization forms. **Physicians** then use the forms to authorize deliveries of product samples directly to **physician** office from third-party pharmaceutical supply warehouses.

The above new approaches to distributing **pharmaceutical** product **samples** have not met with substantial and universal acceptance. All of these approaches lack an effective...

...SUMMARY AND OBJECTS OF THE INVENTION

The present invention entails a system and method for **managing** and **tracking** the **distribution** of **pharmaceutical** trial or **sample** products by utilizing medical prescribers and pharmacies. Instead of the medical prescriber directly delivering pharmaceutical...an object of the present invention to provide a more effective and efficient process for **managing** the **distribution** of pharmaceutical trial products.

Another object of the present invention is to provide a system...

...is also an object of the present invention to provide a system and method for **managing** the **distribution** of pharmaceutical trial products that provides for the computerized recordation of selected transactions surrounding the...

...products.

Another object of the present invention is to provide an improved method of distributing **pharmaceutical** product **samples** that eliminates the need for pharmaceutical manufacturers to specially package **drug** product **samples** differently from normally packaged drugs, thereby cutting costs associated with manufacturing, storing, and distributing **drug** product **samples** .

A further object of the present invention is to provide an improved method of distributing **drug** product **samples** while maintaining the role of outside pharmaceutical sales representatives in promoting and marketing drug products...

...DRAWINGS

Figure 1 is a schematic illustration of the system of the present invention for **managing** the **distribution** of pharmaceutical trial products.

Figure 2A is a front side view of the pharmaceutical trial...the patient then proceeds to a participating pharmacy where the prescription for the trial or **sample** **pharmaceutical** product is filled. Prescriber and pharmacy transactions are all monitored and recorded by the central ...media 18 to participating medical doctors or prescribers. This distribution can be carried out by **sales** **representatives** of the pharmaceutical members. At the same time, the program manager (administrator of the pharmaceutical...

...product distribution program) may distribute both terminals and authorizing media 20 to both participating medical **doctors** and pharmacies. It is appreciated that prior to the initiation of the program and in...evaluate "cause and effect" based on the recorded data.

In summary, the present method of **tracking** and **managing** the **dispensing** of pharmaceutical trial products centers around the utilization of a group of authorized prescribers and...

...other media forms and terminals could be utilized to carry out the basic method of **tracking** and **managing** the **distribution** of pharmaceutical trial products.

The present invention may, of course, be carried out in other...

CLAIMS 1. A method of **dispensing** , **tracking** and **managing** pharmaceutical trial products utilizing prescribers, pharmacies, and a central computing station, comprising the steps of...

...station and verifying the authenticity of the prescriber's authorization card.

5. A method of **dispensing** , **tracking** and **managing** pharmaceutical trial products utilizing prescribers, pharmacies, and a system including a central computing station and...

...initialization of the communication terminal associated with respective prescribers and pharmacies.

9. A system for **tracking** and **managing** the **dispensing** of pharmaceutical trial products utilizing medical prescribers and pharmacies, comprising:

a) a central computing station...trial product identified by the individual pharmaceutical trial product media slips.

10. The system for **tracking** and **managing** the **distribution** of pharmaceutical trial products of claim 9 further including a series of system authorization media...

6/3,K/5 (Item 4 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT

00484638 **Image available**
SYSTEM AND METHOD FOR DISPENSING PRODUCTS IN A CLINIC
SYSTEME ET PROCEDE DE DISTRIBUTION DE PRODUITS DANS UNE CLINIQUE DE SOINS
Patent Applicant/Assignee:
ANDERSON Michael R,
KULEZA John E,
Inventor(s):
ANDERSON Michael R,
KULEZA John E,
Patent and Priority Information (Country, Number, Date):
Patent: WO 9915990 A1 19990401
Application: WO 98US19808 19980923 (PCT/WO US9819808)
Priority Application: US 9759854 19970924
Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GD GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG US UZ VN YU ZW GH GM KE LS MW SD SZ UG ZW AM AZ BY KG KZ MD RU TJ TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
Publication Language: English
Fulltext Word Count: 13156
Fulltext Availability:
Detailed Description

Detailed Description
... professional.

Particularly in the field of health services such as dermatology, optometry and the like, **physicians** , optometrists and other professionals
often work out of a small office or clinic, where patients...

...such inventory representing at least several different manufacturers or vendors. It is customary for a **sales** or other **representative** of each vendor to visit each office periodically, to 1 5 determine the adequacy of...can be transmitted
and updated electronically through the system.

5 4. The ability to track **pharmaceutical samples** , products used in the clinic, as well as purchased pharmaceuticals. A
manufacturer can identify the...with a global communications network, i.e., the Internet.
Pharmaceutical dispensing can be classified into **prescriptiondispensing** , **sample** dispensing, and HMO/insurance company dispensing.

In most states, physicians can dispense directly to the...

...immediately ships the product to the clinic. The clinic is no longer burdened with keeping **track** of the **inventory** levels or ordering. The manufacturer or distributor is no longer burdened with a staff to...
company security number (Transmission
Path D or F).

Where permitted by law, patient information about **pharmaceutical samples** could also be transmitted to the manufacturer or system administrator (Transmission Path A or B...area and the assistant at the dispensing area of the clinic.

All sales, clinic product **tracking** , and product **dispensing** is 1 0 performed on the same dispensing screen. While everything can be manually entered...appreciated that many manufacturers maintain close

personal relationships with the clinics, through the use of **sales representatives** who visit the clinics on a regular basis. These representatives could be provided with access...

...card with proper coding, by which such representative can access the computer system in the **doctor** 's clinic during visits. Such access would, however, be controlled by the computer program, to...

...could physically replenish inventory and make the appropriate computer entries, without direct involvement of the **physician** or **physician** 's assistant. In other words, the assistant or the representative can perform the first three...

9/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

02038861 55404762
2000 direct marketing review
Anonymous
Medical Marketing & Media v35n6 PP: 52-70 Jun 2000
ISSN: 0025-7354 JRNL CODE: MMM
WORD COUNT: 5946

...TEXT: achieve their goals. Key areas of expertise are databases and marketing decision support systems, sample **distribution** , sample **management** , publication **circulation management** , Continuing Medical Education support services, telecommunications, product recalls and reverse distribution, direct mail production services...

...732-8420

Fax 973-575-4408

Internet www.ppsmed.com

Patient savings certificates distributed to **physicians** by pharmaceutical **sales representatives** or direct mail. The certificates of fer discounts, rebates, or free initial medication to patients when presented at pharmacies along with their **doctor** 's prescriptions for the products specified. Complete monthly reports included. Direct-to-- patient rebate programs... dissemination systems, data analysis, statistical modeling, and market segmentation. Specialized expertise in DTC and disease- **management** communication programs.

Healthcare **Delivery** Systems, Inc. (HDS)

A Business Unit of McKessonHBOC Pharmaceutical Partners Group

9700 N. 91st Street...mail marketing. Intevo provides direct marketers with advanced customer profiling capabilities, high volume e-mail **delivery** , **tracking** and reporting of e-mail messages. Intevo maintains a sophisticated, email profiling system that is...

... process. Through advanced programming technologies and easy to use interfacing, Intevo empowers marketers to profile, **deliver** and **track** high volumes of e-mail messages to customers.

J. Knipper and Company, Inc
A McKessonHBOC... in the database includes hospital affiliations, fax numbers, satellite office information, and e-mail addresses. **Sales representatives** can merge our database with their own for the latest information.

Marimark Corp.

9423 Corporate...

... plus AMA royalties). Services include physician profiling by prescription volume: hospital, group practice affiliations; list **management** and brokerage; **controlled circulation management** ; database marketing; and association management.

National Telewire Corporation

76 S. Orange Avenue

South Orange, NJ...973-575-4408

Internet www.ppsmed.com
Patient savings certificates distributed to physicians by pharmaceutical **sales representatives** or direct mail. The certificates offer discounts, rebates, or free initial medication to patients when presented at pharmacies along with their **doctor** 's prescriptions for the products specified. Direct-to-patient rebate and patient-in-- need programs...

... and fulfillment; coupon/check redemption; DTC promotions; field force communication and support; rep triggered letters; **prescription drug sample** programs; recall services; distribution; and storage. Our unique interactive programs have a proven track record...

9/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

01273939 99-23335
1996 alternative media review
Anonymous
Medical Marketing & Media v31n6 PP: 62-85 Jun 1996
ISSN: 0025-7354 JRNL CODE: MMM
WORD COUNT: 11214

...TEXT: 201-575-4408

e-mail: ppsmed(at)aol.com

Description: Patient savings certificates distributed to **physicians** by pharmaceutical **sales representatives** or direct mail. The certificates offer discounts, rebates or free initial medication to patients when presented at pharmacies along with their **doctor** 's prescriptions for the products specified. CPS programs are a cost efficient alternative to drug ... system designed to electronically link physicians to hospitals, reference laboratories, other physicians, physician organizations, and **managed** care organizations.

CIRCULATION
Audience coverage: Primary care physicians.

* Health & Sciences Television Network

Produced by: Westcott Communications

1303 Marsh... quantity, refills, DAW, and patient instructions on multicolored or safety paper. The programs create unique **sales representative** / **physician** interaction at the product level. Reports track activity by **physician** , representative, district, region, and total program on a monthly basis.

CIRCULATION

Audience coverage: Can be...titles including 25,000 critical care nurses, 25,000 RNs, and 20,000 students.

Bonus **distribution** : Nursing **Management** Congress.

* 1997 Ob/Gyn Reference Guide

Published by: Access Publishing Co
1301 W. Park Avenue...

... wound management, ostomy, skin care and other areas relating to limited mobility and immobilized patient **management** .

CIRCULATION

Total **circulation** : 75,000

Circulation parameters: 75,000 healthcare and medical professionals, including administrators, directors of nursing...e-mail: ppsmed(at)aol.com

Description: Patient savings certificates distributed to physicians by pharmaceutical **sales representatives** or direct mail. The certificates offer discounts, rebates or free initial medication to patients when presented at pharmacies along with their **doctor** 's prescriptions for the products specified. Direct-to-patient rebate and patient-in-need programs ...

...New York, NY 10019

Tel: 212-757-6800/:Fax: 212-757-5230
Description: Videos, noncontrolled **drug samples** , and informational materials are packaged in an individual box, specially designed for individual projects, and direct mail using the Folio system, customized sample packaging, complete fulfillment services, secure **inventory management** , monthly mailings, 50,000 sq. ft. state-of-the-art facility, packaging and repacking, weekly... results. Infoscan provides in-house package design and fulfillment services. A physician requested program. ROI **monitored** through script generation.

CIRCULATION

Audience coverage: Physicians, pharmacists, physician assistants.

* Sound Business and Medicine

Produced by: Visual Information Systems... on a combination controlled/request basis to 65,250 primary care office-based physicians and **managed** -care decision makers.

CIRCULATION

Total circulation: 65,250
Audience coverage: Primary care physicians who are IMS Xponent(TM) high...

... of a broad base of products). Select HMO medical directors, pharmacy directors, and pharmacy benefits **managers** .

CIRCULATION

Circulation parameters: GP -- 5,300; FP -- 23,700; IM -- 26,400; DO -- 4,700; CARD -- 4...

9/3,K/3 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

01005027 96-54420
The case for new sampling channels
Friedman, Mara
Medical Marketing & Media v30n3 PP: 64-68 Mar 1995
ISSN: 0025-7354 JRNL CODE: MMM
WORD COUNT: 2692

...TEXT: sending samples by mail, for example, is considerably less costly than having them delivered by **sales representatives** , it is also less effective and creates more work for the **physician** and office staff. Under the terms of the Dingell legislation of the 1980s, **doctors** must sign both a request and a receipt for each sample delivered. Getting these signatures is not difficult for a **sales representative** in the office, but getting

them via return-receip[redacted]mail creates a costly administrative burden for both **physician** and manufacturer.

Another disadvantage: when representatives visit a physician's office, they routinely stock the...

... Almost 70 percent of the executives surveyed think physicians would be less likely to see **sales representatives** if samples were distributed via pharmacies. Indeed, the percentage of sales calls that involve sampling ...

... a better image among physicians, and doctors say that they are more likely to see **sales representatives** when they come bearing samples.

Time to take stock

What seems to emerge from all...

... stand of the APhA - no group is more critical of sampling than pharmacists. They view **drug samples** as taking money right out of their pockets, not only when they are used to...at the pharmacy, or to obtain a discount on the prescription. Under this proposal, sample **distribution** is **managed** through electronic claims processing at the pharmacy.

Here are some of the advantages cited by...

9/3,K/4 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)

04176012 Supplier Number: 46100273 (USE FORMAT 7 FOR FULLTEXT)
Controls sought on drug samples
Modern Healthcare, p45
Jan 29, 1996
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Professional
Word Count: 703

Controls sought on drug samples
... of critics, including both doctors and pharmacists, say important controls are lost when doctors dispense **drug samples** , meant to start patients on new **prescriptions** .
For example, **samples** aren't run through pharmacy computer programs that watch for dangerous drug interactions and produce...

...home with samples and do totally the wrong thing because they don't have instructions."
Drug samples are a significant output of the drug industry. **Doctors** often amass large quantities of samples from **sales representatives** . The retail value of samples in the field in 1993 was $6.7 billion, according...
...started Holt thinking. Why not send patients to pharmacies for samples?
Austin Clinic adopted special " **sample** " **prescription** pads in April 1995 after three drugmakers agreed to electronically reimburse area pharmacies for the...

...hunched a similar program, called Trial Script, as a marketing service for drugmakers. Instead of **samples** , **drug** company salespeople give doctors stickers or certificates with which to mark trial prescriptions. The subsidiary, Healthcare **Delivery** Systems, **tracks** product use and reimburses pharmacies.
Many complaints about the current practice of drug sampling come...

...positive feedback from the patient,' he said.
"The other issue is that some physicians use **samples** to provide

medication for indigent patients. Drug supplies for indigent patients, however, probably could be better managed out...

9/3,K/5 (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)

01723740 Supplier Number: 42153394 (USE FORMAT 7 FOR FULLTEXT)
NEWS CAPSULES: Upjohn pays $600,000 in record-keeping snafu
HealthWeek, p15
June 17, 1991
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 75

(USE FORMAT 7 FOR FULLTEXT)
TEXT:
...Mich., agreed to pay $600,000 to settle claims of invalid record-keeping relating to **distribution** of two **controlled** drugs--Halcion, a sleeping pill and Xanax, a tranquilizer. The five-year agreement prohibits Upjohn from using its sales force to distribute **samples** of the **drugs** . **Physicians** may obtain samples only by submitting written orders to **sales representatives** , who will submit those to a central warehouse.

9/3,K/6 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB

06798442 SUPPLIER NUMBER: 14693716 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Carriers and forwarders offer headache remedy for shippers. (transporting medical products, includes related article on the shipping of medical supplies)
Phillips, Valerie
Air Cargo World, v83, n12, p10(4)
Dec, 1993
ISSN: 0745-5100 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 2611 LINE COUNT: 00211

... Marketing Act (PDMA) of 1988.
Prior to the passage of the PDMA, the distribution of **pharmaceutical samples** by **sales representatives** to **physicians** was not controlled highly. Opportunities existed for diversion markets--either through pilferage at some point or by unscrupulous **physicians** obtaining samples in quantity.
The PDMA was written to tighten the security of distributing **pharmaceutical samples** to physicians. It essentially put all the responsibility for **controlling** the **distribution** of prescription drugs from the factory to the sales reps to the physicians onto the...
...and comply with the law, air carriers were left with the problem of ensuring accurate **tracking** and reliable **delivery** of the samples.
"We developed procedures especially for pharmaceutical handling," said Jay Friedman, director of...

...on pharmaceuticals.
Airborne staff cannot slap a return air waybill over the original if a **pharmaceutical samples** package cannot be delivered. The procedure, instead, is to put the entire delivery into a...

...why LEP Profit created a special program with a two-hour delivery window to get **pharmaceutical samples** to sales reps when needed, Martin said.
The forwarder has created detailed standard operating procedures...

9/3,K/7 (Item 1 from file: 20)

DIALOG(R)File 20:Dialog Global Reporter

02653138 (USE FORMAT 7 OR 9 FOR FULLTEXT)
McKesson Will Acquire J. Knipper to Expand Marketing Support Services for Pharmaceutical Manufacturers
BUSINESS WIRE
August 31, 1998
JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 863

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... FDA and DEA regulations, J. Knipper operates under Good Manufacturing Practices and is approved for **pharmaceutical sample** distribution.
J. Knipper employs 200 people, all of whom will be offered continued employment with...

... direct mail, fulfillment and sales support services, including sample distribution to physicians and pharmaceutical company **sales representatives** .
"Its track record for high-quality services complements HDS's proven expertise in designing and...
...with appropriate pharmaceutical therapy.
McKesson Corporation, a Fortune 100 company, is the leading health care **supply management** company in North America through its U.S. Health Care businesses; its Canadian subsidiary, Medis...

9/3,K/8 (Item 1 from file: 149)
DIALOG(R)File 149:TGG Health&Wellness DB(SM)

01366164 SUPPLIER NUMBER: 12591651 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The effects of pharmaceutical firm enticements on physician prescribing patterns: there's no such thing as a free lunch.
Orlowski, James P.; Wateska, Leon
Chest, v102, n1, p270(4)
July,
1992
PUBLICATION FORMAT: Magazine/Journal ISSN: 0012-3692 LANGUAGE: English
RECORD TYPE: Fulltext TARGET AUDIENCE: Professional
WORD COUNT: 2566 LINE COUNT: 00210

TEXT:
...vacations sites to attend symposia sponsored by a pharmaceutical company. The impact was assessed by **tracking** the pharmacy **inventory** usage reports for two drugs before and after the symposia. Both drugs were available only...
... paucity or lack of objective data on the impact of pharmaceutical company marketing techniques on **physician** prescribing practices.[1-5] These marketing techniques include advertisements, printed materials, contacts by **sales representatives** , samples, gifts, and other gratuities. An elaborate recent enticement has been to offer an all-expenses-paid trip to an attractive resort for the **physician** and a significant other to attend a symposium on one of the company's drugs...L. The prescribing habits of physicians. Hosp Pract 1967; 2:100-04 [11]Rasmussen JE. **Drug samples** : a conflict of interest? Arch Dermatol 1988; 124:1283-85 [12]Rawlins MD. Doctors and...

9/3,K/9 (Item 2 from file: 149)
DIALOG(R)File 149:TGG Health&Wellness DB(SM)

01352347 SUPPLIER NUMBER: 11986479 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Sample medication **dispensing in a residency practice.**
Morelli, Daniel; Koenigsberg, Marlon Russell
Journal of Family Practice, v34, n1, p42(7)
Jan,
1992
PUBLICATION FORMAT: Magazine/Journal ISSN: 0094-3509 LANGUAGE: English
RECORD TYPE: Fulltext TARGET AUDIENCE: Professional
WORD COUNT: 3392 LINE COUNT: 00357

Sample medication **dispensing in a residency practice.**

TEXT:

In each of the last two decades the matter of **sample medication** dispensing has been vigorously debated in congressional committees. [1] In 1985 Congress considered legislation that sought to substitute a pharmacy coupon redemption system for the direct distribution of free **sample medications** to physicians by pharmaceutical representatives. The American Medical Association and the Pharmaceutical Manufactures Association argued against such a restriction. The root of congressional concern was the knowledge that **sample medications** were diverted in a fraudulent fashion for resale. Legislation considered in the 1978 congressional session sought to eliminate the distribution of **sample medications** altogether.
... of the Pharmaceutical Manufacturers Association (which represents over 100 research-based pharmaceutical companies), testified that **sample drugs** .
...allow physicians to initiate therapy immediately in their office, which is important for urgent and...

...a drug that may not work for him or her.
Additional arguments in favor of **sample medications** are that they useful for demonstration purposes and they may be a source of medication...

...Storrs estimated that manufacturers of dermatological preparations spent more than $20 million in 1978 for **sample medications** , using funds that could have been directed toward research.
Sample dispensing furnishes **pharmaceutical** representatives with a reason to visit physicians' offices, and samples may also be an inducement ...

...The extent to which physicians will feel an obligation as a result of receiving a **sample drug** is not known. Gifts are known to be used in industry to cultivate social relationships...
...in an act of disinterested generosity." Although samples (also referred to as "starters" by pharmaceutical **sales representatives**) are only distributed after obtaining a signed request from a **physician** , the effect of their availability of the prescribing habits of **physicians** has not been studies. Mossinghoff (2) stated at the Senate hearing, "The experience with new pharmaceutical products is the key to its acceptance by the **physician** ." In an industry where 24% ($5 billion) of sales revenue is spent on promotion and 13% is spent on research and development, (2) the use of **medication samples** to encourage **physicians** to try new drugs and thereby to promote sales seems likely.
Although **sample medication** collections are found in ambulatory clinics, there is no published information about the content of these collections or the distribution of **sample medications** from these collections. The purpose of this study was to learn which medication were in...

...sponsor lunch conferences for resident and faculty physicians and office staff and to deliver noncontrolled **sample medications** . There were no guidelines or restrictions on the dispensing of **drug samples** . The **sample medications** were stored in a closet that was adjacent to the department's library and conference room. The **sample medication** closet was unlocked each morning by one of the nursing staff and locked each night ...

...the end of the day 28; and (4) a chart review was conducted following the **monitoring** period. A complete **inventory** of the six cabinets and the available shelf space (68.5 sq ft) in the **sample medication** closet was taken on the first day of the study. A medical student or one...these periods, as is usually the case in the office. As is also typical, all **deliveries** of samples were **monitored** and accepted by the nursing staff, and pharmaceutical representatives did not have access to the **medication sample** closet unless accompanied by a nurse. All new sample deliveries during the study period were...

...unit of measurement for the study was the "sample." This was defined as the smallest **medication sample** unit that could be dispensed without opening a bottle (if liquid), blisterpack (if tablets), or...

...liquid, and inhaler forms). Only items distributed by the manufacturers' representatives and stored in the **sample medication** closet were included in this study. A "dispensement" refers to the total amount of a specific **sample medication** removed on one occasion.

The physicians were told that a study of **sample medication** dispensing was in progress. They were not told that the medical record would be audited...

...samples. The monitor recorded the names of the physician dispensing and the patient receiving the **sample** , the **medication** and the amount dispensed, the diagnosis, physician rationale for using a sample, whether the patient...

...the sample was labeled, and whether the patient received any written educational information about the **sample medication** dispensed. as was customary, self-stick labels (as required by state regulation) were readily available...

...diagnosis, whether subsequent prescriptions were written, and whether documentation of sample dispensing had been made.

Sample medications were coded into major therapeutic classes using the American Hospital Formulary Service classification directory. (13
...

...the initial and final value of the sample collection, as well as the value of **sample medications** dispensed, was calculated. To determine the amount of samples that were removed from the sample...
...study period. Of this total, 269 samples worth $816 (20% of the value of the **sample medications** withdrawn) could not be traced. The majority of the samples went to patients (548 samples...

...the remainder were seen by residents. There were 105 occasions where a physician dispensed a **sample medication** to a patient. The mean age of the patients receiving samples was 37.4 years...brand name was recorded, and in 3% of charts only the generic name of the **sample medication** was used. In 15% of charts there was no mention of any medication given or...

...therapeutic rationales, was significant, $P < .05$).

On 20 occasions physicians were unable to locate the **sample medication** they sought. Prescriptions were written after 16 of these searches. Seventeen (85%) of these unsuccessful...

...continuing medications. A prescription was written in 41 of the 105 times (39%) that a **sample medication** was given to a patient. However, when a **sample medication** was dispensed as a new medication for a chronic problem (n = 29), it was accompanied...

...time; in every case, the prescription was written for the same brand name as the **sample** . Overall, **prescriptions** were written for medications in the same class as the sample in 41 of the...

...dispensed. For 40 of 41, the prescription was written for the same brand-name **medication** as the **sample** .

Conclusions

Only 54% of the samples withdrawn were documented as having been dispensed directly to patients. This represented

Table 3. **Prescriptions** with **Sample** Dispensement, by Problem Chronicity

Problem	Is the Sample a New Medication...	**Prescription** Written with **Sample** Dispensement For Same Brand	For Generic in Same

...nearly one half of the samples, or approximately one third of the value of the **sample** **medications** leaving the **sample** collection, were dispensed to persons (eg, physicians, their families, staff) other than patients. This may...

...directly to their homes.

Almost every prescription written in association with the dispensing of a **sample** **medication** was for the same brand-name **medication** as the **sample** . However, as this study did not asses steps in the medical decision-making process, it...

...sought a matching sample, or selected from any of the samples, then wrote a matching **prescription** . Whether **sample** availability affects physician prescription choice is an issue with extensive financial and ethical implications. (9...

...patient dispensements, the physicians reported that patient requests were not a primary reason for dispensing **sample** **medications** . Physicians in this practice may be aware of the financial circumstances of their patients and dispense **sample** **medications** regardless of patient request, or they may be responding to other stimuli. The physicians indicated was instrumental in their decision to dispense a **sample** **medication** . Although these medications are provided without a charge to the physician, there are production and...

...family practice residency programs (N = 384), it is estimated that approximately $7.4 million in **sample** **medication** inventories exist in these residencies alone. Faculty physicians should consider the implications of residents viewing...

...would only detect patients who experienced immediate therapeutic or short-term adverse effects.

Documentation of **sample** - **medication** dispensing in the medical record was incomplete. Even a minimal record of the medication, dose...

...sample traffic with minimal intervention in an office that has no policy or restrictions regarding **sample** **medication** use.

The effect of pharmaceutical manufacturers' distribution of **sample** **medications** in modifying physician prescription selection has not been adequately addressed in the research literature. Future...

...of physicians, their families, and others in both open and restrictive environments.

The availability of **sample** **medications** and their effect on physician medication choice are issues that deserve further investigation, as this study has shown an association between **sample** **medication** choice and subsequent identical brand name medication prescription. Should this finding subsequently be shown to be a causal relationship, physicians would need to add **sample** **medications** to the list of influences that can affect decisions regarding drug choice. On a national...

...or to a better method of distribution to indigent patients.

References

[1] Weary PE. Free **drug samples** . Use and abuse. Arch Dermatol 1988; 124:135-7.
[2] US Senate, Committee on Labor...

...11 and 12 Dec 1990. Washington: US Government Printing Office, 1991:165.
[3] Storrs F. **Drug Samples** . A conflict of interest? Arch Dermatol 1988; 124:1283-5.
[4] Wikes M, Shuchman M...

13/3,K/1 (Item 1 fr[redacted]file: 15)
DIALOG(R)File 15:ABI/Inform(R)

02070795 61998241
FDA tightens sampling accountability
Tarnoff, Steve; Kowalski, Gary
Medical Marketing & Media v35n8 PP: 108-116 Aug 2000
ISSN: 0025-7354 JRNL CODE: MMM
WORD COUNT: 2142

...TEXT: new demands. re you about to step on a landmine? If you are involved in **pharmaceutical** product **sample** **management** and are not totally aware of and understand the recent and significant changes to the ...

... The question is whether these departments are responsible for accountability of samples distributed only by **sales** **representatives** , or if this responsibility extends to all activities regulated by the PDMA, including marketing programs (common carrier) that utilize product samples and other product delivery programs like **physician** personal use, patient assistance, etc.

Problems arise when sample accountability and marketing functions within a ...

13/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

01817952 04-68943
Windows CE devices get remote data in sync
Davey, Tom
Informationweek n732 PP: 102-105 May 3, 1999
ISSN: 8750-6874 JRNL CODE: IWK
WORD COUNT: 1213

...TEXT: Healthcare Sales, which specializes in pharmaceutical sales outsourcing, NEC's Mobile Pro CE handhelds help **coordinate** salespeople's information about the **sample** **drugs** they provide to **doctors** with a database on the server. The Somerset, NJ., company's 3,000 **sales** **representatives** are divided into about 20 sales forces, each of which works for a different drug...and other information, and doctors can sign for the samples directly on the screen. Periodically, **sales** **representatives** relay the information, which is encrypted, through an Internet service provider to the corporate server...

13/3,K/3 (Item 1 from file: 9)
DIALOG(R)File 9:Business & Industry(R)

1421422 Supplier Number: 01421422 (USE FORMAT 7 OR 9 FOR FULLTEXT)
A way to high sales: packaging
(To give pharmaceutical products marketing edge over rivals, specialty firms develop sampling, packaging and other techniques)
Med Ad News, v 15, n 3, p 6+
March 1996
DOCUMENT TYPE: Journal ISSN: 0745-0907 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 2948

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...pharmacist for the cost of the sampled product. RxCheck fees doctors of the need to **monitor** date-sensitive **drug samples** or to be aware of any product recall from a manufacturer. And it also allows pharmaceutical companies the ability to **monitor drug samples** from origin to outcome, offering valuable marketing data.

"This offers the drug company a complete...
...program company officials describe as a "surrogate sales call," in which direct mail replaces company **sales representatives** in the sales process. Concepts & Strategies identifies active prospects within the universe of general target **doctors** and offers them a service program that appeals to them only. Through this technique, the low-interest and inactive **doctors** are eliminated. Subsequent expenditures can be concentrated on those **doctors** who are interested in the program. The service provides relevant practice-aid materials as well...

...materials.

Officials say the program allows pharmaceutical companies to sell products to the "non-call **doctor** ," which includes low prescribers, **doctors** who are not visited often enough because of geography, and specialists who often are beyond the reach of a sales force. This segment of prescribing **physicians** represents an untapped market. Through the surrogate sales call, Concepts & Strategies officials hope to fill that void by offering product information to hard-to-reach **physicians** . Whereas a company **salesperson** may be able to call on a **doctor** six times a year with no guarantee of positive results, the surrogate sales call allows **doctors** more time, with less pressure, to make a decision about the use of certain products...
...in the promotional package, mailed out up to 12 times annually, are all the materials **physicians** are accustomed to receiving from **sales representatives** , as well as an RxCheck book, if requested. "With the surrogate sales call, we try...

...prescription. This pad is included in the same box as samples left behind by a **sales representative** . The portion of the prescription requiring the **physicians** ' instructions and signature is blank and would be completed when the **doctor** issues the sample.

Among the companies that agreed

13/3,K/4 (Item 1 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)

01517226 SUPPLIER NUMBER: 12167024 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Pharmaceutical company boosts sales with automated solution. (Upjohn Company of Canada) (Company Profile)
Diamond, Sam
Computing Canada, v18, n10, p53(2)
May 11, 1992
DOCUMENT TYPE: Company Profile ISSN: 0319-0161 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 895 LINE COUNT: 00073

... of ethical pharmaceuticals (non-generic prescription drugs), originally relied on paper reports. Each time a **sales rep** visited a **physician** , pharmacy, or hospital, they were supposed to complete a card that detailed the product discussed...

...often delayed or even misplaced - a potentially severe problem because of the importance of closely **tracking pharmaceutical samples** .
"Second, the process of manually keying in data was both labor-intensive and errorprone. And...

...prescribing Upjohn products. "Where it used to take as long as six weeks to get **sales rep** information into our system so it can be analysed," Cole says, "we now receive it...

13/3,K/5 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)

06309813 Supplier Number: 54530593 (USE FORMAT 7 FOR FULLTEXT)
Windows CE Devices Get Remote Data In Sync -- Operating System Upgrade Has Triggered Increased Interest Among IT Managers.(version 2.11 of Microsoft's operating system for handheld computers)(Product Information)
Davey, Tom
InformationWeek, p102(1)
May 3, 1999
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Tabloid; General Trade
Word Count: 1186

... Healthcare Sales, which specializes in pharmaceutical sales outsourcing, NEC's Mobile Pro CE handhelds help **coordinate** salespeople's information about the **sample drugs** they provide to **doctors** with a database on the server. The Somerset, N.J., company's 3,000 **sales representatives** are divided into about 20 sales forces, each of which works for a different drug screen. Periodically, **sales representatives** relay the information, which is encrypted, through an Internet service provider to the corporate server.

13/3,K/6 (Item 1 from file: 149)
DIALOG(R)File 149:TGG Health&Wellness DB(SM)

01956235 SUPPLIER NUMBER: 67325794 (USE FORMAT 7 OR 9 FOR FULL TEXT)
A STUDY IN OUTREACH.(Riverbend Community Mental Health Inc.)
Behavioral Health Management, 20, 5, S4
Sept,
2000
PUBLICATION FORMAT: Magazine/Journal ISSN: 1075-6701 LANGUAGE: English
RECORD TYPE: Fulltext TARGET AUDIENCE: Trade
WORD COUNT: 2809 LINE COUNT: 00241

... members recognize and apply for all available assistance. Riverbend is creating a computer database to **track** the availability of **drug samples** provided by **pharmaceutical** company **sales representatives**, with a courier service to deliver the medications to the sites where they're needed. Riverbend does not maintain its own formulary and, because of its programs, **physicians** and patients usually receive the medications they specify.

Other Riverbend initiatives include:

* A "Heart and...

14/3,K/1 (Item 1 fr[redacted]file: 348)
DIALOG(R)File 348:EUROPEAN PATENTS

01145613
Method and system for dispensing, tracking and managing pharmaceutical trial products
Verfahren und Vorrichtung zur Verteilung, Verfolgung und Verwaltung von pharmazeutischen Versuchs-Produkten
Methode et systeme de distribution, de suivi et de gestion de produits pharmaceutiques a l'essai
PATENT ASSIGNEE:
Cunningham, David W., (2609390), 11929 Eagle Bluff Circle, Raleigh, North Carolina 27613, (US), (Applicant designated States: all)
INVENTOR:
Cunningham, David W., 11929 Eagle Bluff Circle, Raleigh, North Carolina 27613, (US)
LEGAL REPRESENTATIVE:
Pidgeon, Robert John et al (55571), Appleyard Lees 15 Clare Road, Halifax West Yorkshire HX1 2HY, (GB)
PATENT (CC, No, Kind, Date): EP 999506 A1 000510 (Basic)
APPLICATION (CC, No, Date): EP 98308965 981103;
DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI; LU; MC; NL; PT; SE
EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI
INTERNATIONAL PATENT CLASS: **G06F-017/60** ; G06F-019/00
ABSTRACT WORD COUNT: 162
NOTE:
Figure number on first page: 1

LANGUAGE (Publication,Procedural,Application): English; English; English
FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	200019	1098
SPEC A	(English)	200019	5774
Total word count - document A			6872
Total word count - document B			0
Total word count - documents A + B			6872

INTERNATIONAL PATENT CLASS: **G06F-017/60** ...

...ABSTRACT A1
A new and improved method of dispensing, tracking and managing **pharmaceutical** product **samples** by communicatively linking prescribers and pharmacies to a central computing station. The present invention entails...

SPECIFICATION FIELD OF THE INVENTION
The present invention relates generally to the distribution of **pharmaceutical** product **samples** and more particularly to an improved method of dispensing, tracking, and managing **pharmaceutical** product **samples** by communicatively linking prescribers and pharmacies to a central computing station.

BACKGROUND OF THE INVENTION...

...industry, the primary method for product promotion of ethical products is the use of outside **sales representatives** . Company **sales representatives** target specific **physicians** and detail the features and benefits of particular pharmaceutical products. Pharmaceutical manufacturers have documented that the most effective method of product promotion involves providing **pharmaceutical** product **samples** to prescribers of the products who then pass along the product samples to patients. **Physicians** therefore receive numerous quantities of **pharmaceutical** product **samples** for purposes of conducting patient trials. These trials enable **physicians** to determine the effectiveness

of certain drugs in certain patients for certain diseases, as well...

...drug administration directions.

A responsibility of the Food & Drug Administration (FDA) is the regulation of **pharmaceutical** product **samples** . The PDMA (**Pharmaceutical** Drug Manufacturing Act) Act of 1987 requires pharmaceutical manufacturers to track and account for product samples distributed by **sales representatives** to prescribing **physicians** . Pharmaceutical manufacturers are required to account for all, sample product inventories, as well as the time, location, and specific **physicians** who receive promotional **samples** . **Pharmaceutical sales representatives** are required to record receipts of product samples, adjustments to sample inventories, and distribution of...

...dictate inventory storage methods and locations both within pharmaceutical companies themselves and for outside pharmaceutical **sales representatives** .

However, it is often the case that accountability for **pharmaceutical** product **samples** ends when the samples reach the physicians. Most physicians do little to account for their inventories of product samples. Rather, physicians tend to distribute **pharmaceutical** product **samples** to patients much more informally than retail pharmacies, keeping few if any records and often...

...established promotional practices.

Although product samples are an extremely effective promotional tool, the manufacturing of **drug** product **samples** in addition to normally packaged drug products has proven to be increasingly costly. **Pharmaceutical** product **samples** are typically elaborately and expensively packaged and are extremely bulky compared to normally packaged drug products. Pharmaceutical manufacturers must utilize separate product sample packaging lines to specially package **drug** product **samples** . Distribution of product samples requires delivery via separate carriers and distribution routes. In addition, **drug** product **samples** are typically warehoused separately from normally packaged drug products.

Because the current climate in the...

...consumers, pharmaceutical manufacturers have taken several new approaches to reducing costs associated with promoting product **samples** . Nevertheless, **pharmaceutical** manufacturers are attempting to maintain the marketing advantages of using sales representatives to distribute product...

...have attempted is the distribution of sample vouchers to prescribing physicians, retail pharmacies, and pharmaceutical **sales representatives** . With this approach, instead of giving **drug** product **samples** directly to patients, **physicians** give the patients vouchers for the **drug** product **samples** . The vouchers may then be redeemed at retail pharmacies for the actual drugs. Alternately, the...

...have attempted is the distribution of product samples via mail order. With this approach, pharmaceutical **sales representatives** provide prescribing **physicians** with request authorization forms. **Physicians** then use the forms to authorize deliveries of product samples directly to **physician** office from third-party pharmaceutical supply warehouses.

The above new approaches to distributing **pharmaceutical** product **samples** have not met with substantial and universal acceptance. All of these approaches lack an effective...

...The present invention entails a system and method for managing and tracking the distribution of **pharmaceutical** trial or **sample** products by utilizing medical prescribers and pharmacies. Instead of the medical prescriber directly delivering pharmaceutical...products.

Another object of the present invention is to provide an improved method of distributing **pharmaceutical** product **samples** that eliminates the need for pharmaceutical manufacturers to specially package **drug** product **samples** differently from normally packaged drugs, thereby

cutting costs associated with manufacturing, storing, and distributing **drug** product **samples** .

A further object of the present invention is to provide an improved method of distributing **drug** product **samples** while maintaining the role of outside pharmaceutical sales representatives in promoting and marketing drug products...the patient then proceeds to a participating pharmacy where the prescription for the trial or **sample pharmaceutical** product is filled. Prescriber and pharmacy transactions are all monitored and recorded by the central...media 18 to participating medical doctors or prescribers. This distribution can be carried out by **sales representatives** of the pharmaceutical members. At the same time, the program manager (administrator of the pharmaceutical...

...product distribution program) may distribute both terminals and authorizing media 20 to both participating medical **doctors** and pharmacies. It is appreciated that prior to the initiation of the program and in...

14/3,K/2 (Item 1 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT

00876863 **Image available**
SYSTEM AND METHODS FOR PROVIDING PHARMACEUTICAL PRODUCT INFORMATION
SYSTEME ET PROCEDES DE FOURNITURE D'INFORMATIONS SUR DES PRODUITS PHARMACEUTIQUES
Patent Applicant/Assignee:
MYDRUGREP COM, Suite 200, 4590 MacArthur Boulevard, Newport Beach, CA 92660, US, US (Residence), US (Nationality)
Inventor(s):
PHAM Quang X, Suite H, 26012 Marguerite Parkway, Mission Viejo, CA 92692, US,
RAMSAY David A, 761 Hamilton Avenue #3, San Pedro, CA 90731, US,
HEIM Alan P, 1966 Cherrywood Street, Vista, CA 92083, US,
WELLS Michael G, 4157 Rittenhouse Lane, Skippack, PA 19474-1172, US,
Legal Representative:
ALTMAN Daniel E (agent), Knobbe, Martens, Olson & Bear, LLP, Sixteenth Floor, 620 Newport Center Drive, Newport Beach, CA 92660, US,
Patent and Priority Information (Country, Number, Date):
Patent: WO 200211030 A1 20020207 (WO 0211030)
Application: WO 2001US23658 20010727 (PCT/WO US0123658)
Priority Application: US 2000221869 20000728
Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ CZ (utility model) DE DE (utility model) DK DK (utility model) DM DZ EC EE EE (utility model) ES FI FI (utility model) GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SK (utility model) SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 8025

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
Detailed Description

Detailed Description
... companies have employed substantially the same approach to marketing and "detailing" (making sales calls) to **physicians** for over 40 years. A pharmaceutical **sales representative** travels to the **doctor** 's office, announces himself to the office receptionist or to the nurse at a

hospital, and waits to see a **physician** to make his sales presentation. If the **physician** has time between seeing patients and other professional duties, the **physician** meets with the **sales rep** , and the **sales rep** provides the **physician** with promotional brochures and **drug samples** . In addition, **pharmaceutical** companies spend millions of dollars each year on meals and events in an attempt to create **physician** access for their representatives, Detailing to **physicians** has been the primary promotion vehicle for pharmaceutical companies for over 40 years.

1 5 While the number of pharmaceutical **sales representatives** , as tracked by Scott-Levin, has climbed 61% in the past 5 years, details to **physicians** have been relatively flat (up 9%) over the same time period. There are currently in...

...market, which includes over 70,000 full-time representatives and 10,000+ part-time/contract **sales representatives** . Current industry reports indicate that this number is still increasing despite the apparent saturation disclosed by the Scott-Levin report. While the AMA reports 650,000 practicing **physicians** , the promotional focus of the pharmaceutical industry is on the top two deciles. This means that 80,000+ **sales representatives** (and increasing) are calling on approximately 130,000 **physicians** , nearly a 1 to 1 ratio.

The pharmaceutical industry spent $15 billion in 2000 on...

...detail. The study also found that 43% of sales calls do not result in the **sales representative** speaking with a **doctor** . To compound this issue, the industry pays between $150-$250 for each of these incomplete ...

...manufacturer to report any adverse drug reaction, to request and schedule an appointment with a **sales representative** , to request **samples** from a **drug** manufacturer, and to keep abreast of clinical trials, all from a centralized hub. In accordance...

...the 1 0 invention enables drug companies to more efficiently and effectively market products to **doctors** . One embodiment enables the drug industry to provide additional sales support for marketing products to targeted **physicians** . One embodiment enables drug companies to leverage their existing sales and Internet investments to enable the aforementioned benefits without interrupting the busy schedules of **physicians** .
In accordance with one embodiment, a system provides a centralized on-line location from which...

...by integrating the system with drug company customer relationship management (CRM) systems. The system enables **sales representatives** to set up home pages or web sites that are hosted by the system. A **sales representative** can provide a busy **doctor** with a business card that has a uniform resource locator (URL) through which the **doctor** can reach the representative's home page on the system. Through the home page, the **doctor** can link to interactive details, access any information the **sales representative** may want to present, or communicate with the representative through on-line facilities such as...

...center activities to increase efficiency and availability. The system provides a systematic segmentation scheme wherein **physicians** are placed into segments based upon available contact information, A sequence of communications through which **physicians** in each segment can be contacted is provided based upon available communication channels for the ...

...be based upon communication frequency, timing, or information that is to be presented to the **physicians** in a segment. The system provides honoraria (gifts) in response to **physicians** ' completion of interactive

details. The honoraria can be offered only to certain targeted **physicians** or the honoraria can be offered to all **physicians** .

One embodiment of the invention is a system for providing pharmaceutical information to physicians. The...

...companies 104 and physicians 106. The system 102 also facilitates the job of drug company **sales representatives** 1 10 in marketing prescription drugs to **physicians** 106 who might then prescribe t he drugs. In the illustrated embodiment, three drug companies 104, three **physicians** 106, and two drug representatives 1 1 0 are shown for illustrative purposes. As will...

...interact with any number of drug companies, such as tens or hundreds, any number of **physicians** , such as thousands or tens of thousands, and any number of representatives.

The system 102...Through the home page, the doctor can link to interactive details, access any information the **sales representative** may want to present, or communicate with the representative through on-line facilities such as...ensure that it is allowing viewing by only those users that are targeted by a **sales representative** . The system 102 can rely upon, for example, a unique user name and password for...

...material in a controlled system.

The access module 212 can also host home pages for **sales representatives** to allow targeted **physicians** to directly and conveniently access and communicate with representatives via the Internet. The home pages can be configured, for example, to enable **physicians** to.

request samples
request an appointment
0 request product information
contact the representative, through e...

14/3,K/3 (Item 2 from file: 349)
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SYSTEM AND METHODS FOR PROVIDING A HEALTH CARE INDUSTRY TRADE SHOW VIA INTERNET
SYSTEME ET PROCEDE DE PRODUCTION D'UN SALON COMMERCIAL SUR LES SOINS DE LA SANTE PAR LE BIAIS D'INTERNET
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Detailed Description
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...the scientific programs.

Detailing
5
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